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Trade and Industry

Incorporating the Board of Trade Journal
Volume 13. No. 5. Pages 229 to 284. November 1. 1973. Price 10p. Net subscription post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room C70, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO PO Box 569 London SE1. 01-928 6977 ext. 472

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Government policy on mergers

by Sir Geoffrey Howe, Minister for Trade and Consumer Affairs

I THINK it would be helpful to set down some points about mergers—the powers my Department exercises, the procedures we follow, the policy we seek to apply.

Newspaper mergers are in a class of their own, and subject to special rules. What follows does not relate to them, but to the normal run of mergers and takeovers involving industrial, commercial and financial firms.

Our policy in relation to such mergers has not been immune from criticism in the financial press:

'Stop the guesswork! Put *all* mergers to the Monopolies Commission'

exhorted one respected journalist recently.

I can assure such commentators that I take their remarks seriously. If I do not accept practical proposals for changes in law or policy, it is not because I have not given them careful thought. It is because I believe them to be misguided or mistaken. Clearly, however, they deserve a serious reply.

Some of the questions raised stem, I suspect, from simple lack of information.

Two comprehensive statements have been made by my colleagues during the past 12 months—by Anthony Grant in the House of Commons on November 24, 1972 and by Peter Emery in the Standing Committee dealing with the Fair Trading Bill on April 3, 1973. But it may be that we could do even more to make public exactly what goes on, and what the Government sees as its policy objectives. I hope that the present article will serve to give wider currency to this basic information.

More fundamentally, there are critics who understand pretty well what we are trying to do. But they believe that our merger policy aims are misconceived and that we should be trying to do something rather different. Whether the criticism is that we should be trying to do rather less, or that we should be trying to do rather more, will depend on the individual standpoint of the person concerned!

I shall try to deal with these points too.

The object of the exercise

The process I am describing does not exist for its own sake. We are not simply setting intellectual conundrums for officials, Ministers and the Monopolies Commission.

There is an object to the exercise. That object is the promotion of the economic welfare—in the widest sense—of the United Kingdom.

Quite simply, the Government believes that competition promotes efficiency and that competition policy should generally be in favour of more competition, rather than less. In the provision dealing with the public interest, the Fair Trading Act for the first time singles out competition as the chosen instrument by which various desirable economic objectives are to be achieved.

So how is this general policy to be applied in practice to the problems of particular mergers?

Of course, there are special cases. Firms with mergers to propose can argue very convincingly that they are 'special'. But reduced to essentials, the question we must ask about each merger is whether it is likely to promote the nation's economic welfare, or the reverse.

The instrument at the Government's disposal is the discretionary power to refer particular mergers to the Monopolies Commission for investigation and report. The ultimate power —in the event of an adverse report—is to forbid a merger, or impose conditions upon it.

To the critic I mentioned above, let me say that we do not see it as our task to use these powers in relation to all mergers —or even in relation to all mergers in which there may be an element of doubt.

One important reason is quite simply that investigating a merger imposes costs both on the firms concerned and on the authorities. An investigation takes up its own not-insignificant slice of our national resources. We have to trade off these costs against the benefits which an investigation may bring about. So we have to set appropriate demarcation lines: first, in the legislation, between those mergers which are outside the scope of the legislation and those within it; secondly, in applying the policy to mergers potentially referable to the Commission between mergers where the use of the formal powers of reference is justified and those where it is not.

So what are the Government trying to do?

Our aim is to single out the small minority of cases of real economic importance which raise significant public interest questions.

Given this policy objective, perhaps it is not surprising that the cases singled out for detailed investigation may not appear at first sight to have much in common. Each case may seem *sui generis*. But they have two common features.

The first feature is that the merger is important, so it matters to the country that the right decision should be taken. The second is that there appear to be *prima facie* reasons for seeking a more thorough assessment before the final decision is taken.

But when we come to the nature of these reasons, these will naturally vary from one case to another.

The legal framework

The law defines the mergers to which it applies in completely neutral terms. There are two tests. If a merger or proposed merger meets either of these, the Secretary of State has complete discretion to refer that merger to the Monopolies

Commission for investigation, and to impose a 'stop' Order on it while it is investigated.

The first test is that the merger creates or intensifies 'monopoly', in the technical sense in which monopoly is defined in our legislation.

Previously, monopoly has been regarded as created by a market share of 33⅓ per cent or more. Under the Fair Trading Act, control of 25 per cent of a market will in future suffice.

This first test should bring in the great majority of mergers which are capable of having a significant direct effect on horizontal competition.

The second test relates simply to the size of the acquisition —that the merger should involve the acquisition of assets of a gross value of more than £5 million. The second test is particularly relevant to vertical and conglomerate mergers.

The procedure adopted

The law does not require merging firms to obtain the prior authorisation of my Department. There is no legal obligation even to notify the Department that a merger is proposed.

No problems are caused by the lack of such a requirement.

My Department has developed very close working relations with the financial institutions who handle major merger proposals. They, or the parties themselves, frequently take the initiative in approaching the Department with information about particular projects, seeking guidance whether or not they would be likely to give rise to a reference to the Monopolies Commission. On other occasions, DTI officials may themselves take the initiative and approach firms for fuller information about reported bids.

There is no legal obligation on the parties to mergers which meet the statutory tests to postpone action until our views are known. In practice, however, they invariably wish to do so.

I believe that even those with the strongest reservations about a merger policy would be impressed by the thorough and reflective scrutiny all mergers are given in the DTI once we know of them and are satisfied that one or other of the tests for reference is met.

Officials hold immediate talks with the parties, and in some cases with other persons who may be affected by the merger. The object is to ensure that the decision whether or not to make a reference is taken in the context of as full knowledge as is practicable of all the relevant facts.

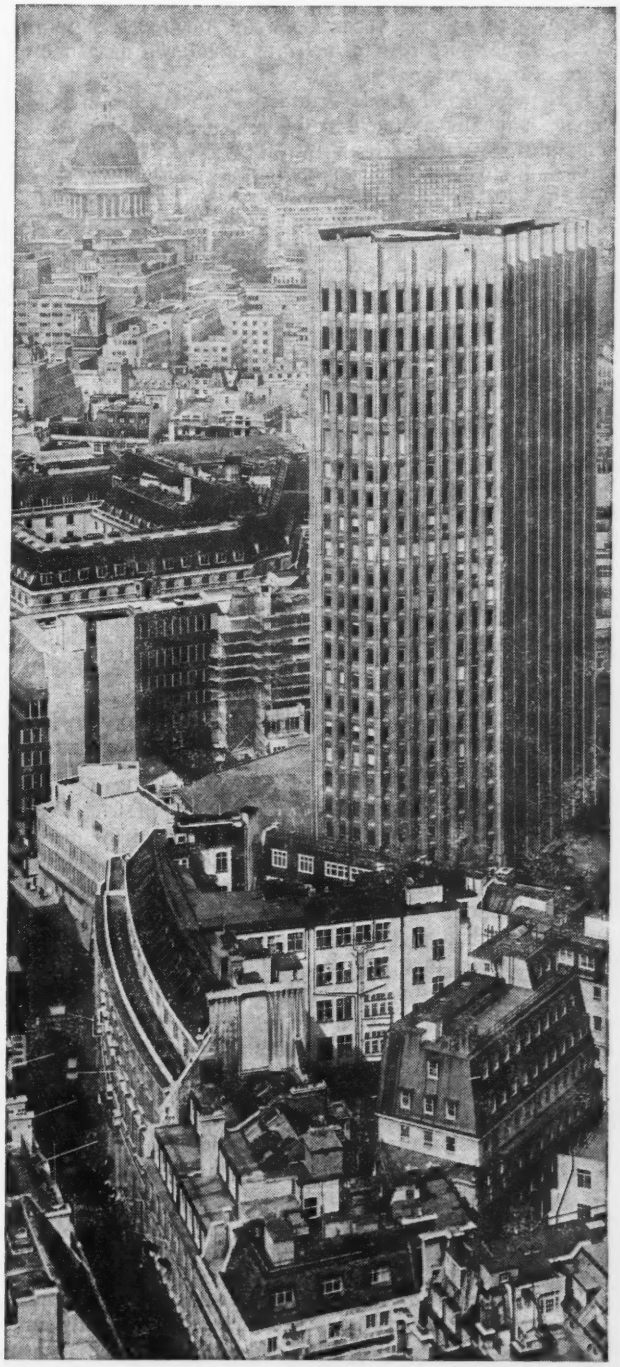
The facts of each case are then presented to senior officials in a standing inderdepartmental Mergers Panel, and carefully considered by them. In future, the chair at this Panel will be taken by the newly-appointed Director General of Fair Trading.

A report and recommendations on all important cases come to me and my colleagues.

From the public record, it will be clear that in the vast majority of cases the decision reached is that the merger need not be referred to the Monopolies Commission.

(*continued on next page*)

New Stock Exchange tower, with St. Paul's in the background.



In the few cases where we conclude that the public interest demands a fuller investigation, it is announced that a reference is to be made.

Action then passes to the Monopolies Commission.

The parties would not normally wish to proceed with their transaction while the outcome of the investigation was in doubt. Recently, however, we have found it desirable to impose a formal 'stop' Order on mergers referred to the Monopolies Commission, so as to make the legal position quite clear.

Whether the merger is ultimately permitted to take place will of course depend on the outcome of the inquiry.

Some facts and figures

There are something between 800 and 1,000 mergers in any one year, of which perhaps upwards of 120 will meet one or other of the statutory tests.

It is these hundred odd transactions that concern us, involving annually as they do the use made of over £3,500 million of our national resources.

Let me give some idea of the current scale of activity on mergers within Government.

It is now 12 months since I assumed responsibility for merger policy, as Minister for Trade and Consumer Affairs, in November 1972.

In the period since then, 137 merger projects within the reference field have been analysed in the Department of Trade and Industry. In six cases we decided on an investigation by the Monopolies Commission.

The cases in question were those involving Sears Holdings Ltd. and William Timpson Ltd., Tarmac Ltd. and Wolseley Hughes Ltd., Glynwed Ltd. and Armitage Shanks Group Ltd., Whessoe Ltd. and Capper Neill Ltd., Bowater Corporation Ltd. and Hanson Trust Ltd., British Match Corporation Ltd. and Wilkinson Sword Ltd.

Five of these bids were subsequently abandoned. So as things have turned out the Monopolies Commission has completed only one report on a merger during the past year.

Criticism of the merger policy

The criticism which I hear or read from time to time about the Government's merger powers and policies seems to fall into four main categories.

(a) First, there are those who argue that in present circumstances the whole procedural approach of the mergers legislation is misconceived. In theory, they would say, the Government may claim that reference to the Monopolies Commission is a neutral act, implying no more than that there are *prima facie* public interest questions that call for exploration. But in practice, reference to the Monopolies Commission has frequently operated to kill a merger. So such questions remain permanently unanswered. Should not the Department recognise that the decision to refer is, in effect, the final verdict on a merger, and conduct their scrutiny and explain their decision in that context? The Monopolies Commission need not enter the picture.

(b) Secondly, there are criticisms of the general aim of our mergers policy—the aim I have described of identifying particular mergers of real significance for investigation in depth. Some feel that the tests in the Act are not stringent enough; that potentially damaging mergers escape scrutiny altogether; and that the Government should in general adopt a much more explicitly anti-merger bias. At the other end of the spectrum, others argue that our policy is already quite unnecessarily onerous, especially when seen in a European dimension.

(c) Thirdly, there are the practical complaints that the whole process takes too long.

(d) Fourthly, it is alleged that the Department's decisions to refer or not to refer particular mergers are erratic; that it is impossible to anticipate the attitude which the Government will take to a particular merger; that industry is unclear where it stands; that on the one hand money may be wasted on abortive projects and on the other that desirable mergers may be frustrated because those concerned are not prepared to risk a tangle with the Department or with the Monopolies Commission.

Are mergers killed by reference?

I do not propose to take long over the adverse criticism I have mentioned of the fact that bids may fall through or be withdrawn after reference to the Monopolies Commission. Frankly, this is a complaint that leaves me unmoved.

In three of the cases referred to the Monopolies Commission earlier this year we were dealing with a contested bid. In such circumstances, perhaps it would require a determined bidder to stand ready to resume the contest after the Monopolies Commission had reported.

But in other cases, I am asked to believe that the mere fact of reference—and no other factor—has led to the abandonment of soundly-based proposals which carry the endorsement of both Boards of Directors, which have been recommended to shareholders and which we must presume have been carefully planned—normally over a period of several months—to contribute to the efficiency and profitability of both parties.

This is not easy to accept.

I do not expect an investigation by the Monopolies Commission to be especially welcome to the parties. But the Commission's most recent report—on the projected merger of British Match and Wilkinson Sword—is a clear demonstration that such an investigation need not operate to inhibit soundly-based proposals.

An investigation by the Commission is not a sham, to which the answers are known in advance.

Since mergers powers were introduced in 1965, the Commission has reported on 15 mergers. In seven cases, the verdict was adverse. In eight it was favourable. Of the eight mergers 'cleared' by the Commission, five have been proceeded with.

And this brings me to the suggestion that the Government's competition policy has received some sort of setback if the Monopolies Commission's investigation does not lead to the prohibition of a merger.

I must emphatically repudiate such a suggestion.

On the contrary, this sort of balance between favourable and unfavourable conclusions seems to me to vindicate absolutely the policy and procedures which successive Governments have followed.

A reference to the Monopolies Commission means that questions have been raised that call for an answer—no more and no less. If at that stage we pursued our own investigation until we had answered those questions to our own satisfaction, then there would indeed be no purpose in the Commission's investigation.

But we should have a far less acceptable procedure if the Commission's special skills were not available to assist the Government in its important task of regulating mergers.

The Commission's members combine a wide range of expertise. The Commission is totally non-political. Its procedures include formal hearings of the parties. Its reports are public.

Some procedure on these lines seems to me highly desirable —if not essential—if effective decisions on mergers are to command general acceptance.

So I am not disposed to go along with those who would displace the Monopolies Commission from the process, leaving all decisions to be taken behind the closed doors of 1 Victoria Street.

And in the minority of cases where an investigation in depth seems called for, I hope that those concerned will be prepared to stand up and put their case forward to the Commission.

I know that some firms are unhappy at the prospect of an investigation by the Monopolies Commission not so much because they lack confidence in the validity of their proposals as because they dislike the publicity which an investigation and report must bring to their commercial activities. But the trend today—for example in the Government's current proposals for the reform of company law—must be in the direction of fuller disclosure. The decisions and behaviour of large firms are matters of legitimate public interest. There is, of course, a problem of commercial secrecy, but the Monopolies Commission have shown themselves well aware of this. They may have to seek evidence of a commercially confidential nature, but their Reports indicate that they have been careful to publish only such information as is necessary for an understanding of their conclusions.

Is the policy insufficiently stringent?

The process of concentration in British industry as a whole has advanced very rapidly in the last quarter-of-a-century.

Some figures about trends in overall concentration up to 1970 were published* earlier this year and attracted considerable interest. This series showed that, already, the 100 largest manufacturing firms in this country control over 50 per cent of net manufacturing output. Such a level of concentration —although broadly similar to that which obtains in Western Germany—is considerably higher than the figure for the USA.

And the pace of concentration increased significantly during the 1960s. Someone pointed out recently that if that trend continued, then by the end of the century 100 large firms could control not 50 per cent but 90 per cent of manufacturing output!

This is a projection, not a prediction.

Nevertheless, it is fair to ask whether the present rate of concentration is one which the Government find tolerable and acceptable.

The economic arguments about concentration are not conclusive. But they are not overwhelmingly favourable. They suggest, for example, that in the general run of cases the benefits from economies of scale can be exaggerated.

An argument could be constructed for the proposition that the more firms we have actively competing with each other within the economy the better. From this it could follow that the Government should, quite simply, set its face against all further mergers (especially mergers involving the existing giants of industry) save in quite exceptional cases.

I do not myself advocate such a simple basis for a merger policy.

At the same time, no Government could be expected to see the process of concentration continue unquestioned indefinitely at the sort of pace which we have seen over the last decade.

So I believe that the facts already justify a somewhat more active use of our merger powers than has previously been the norm.

And I do not exclude the possibility that we shall have to consider adopting a generally more critical policy towards mergers at some future date.

I have said that already this year I have referred six merger cases to the Monopolies Commission. Within the more active policy I have described, I would not be surprised to see the rate of reference settle at a rather higher number.

Such a more active policy does not in itself call for any change in the Government's statutory powers. The field is sufficiently widely drawn already. It is a question of the attitude which we adopt to exercising powers already available to us.

I see no need, in sum, for any change in the present statutory framework.

Is the policy too stringent?

Turning to the other flank, I take up the contention that our merger powers—far from being insufficiently stringent—are unnecessary and unfair and risk crippling the efforts of British industry overseas.

Now that the UK market must be seen as part of a wider European market, it may be asked whether we cannot leave it to the European authorities to take what steps are necessary to regulate mergers? And in any event, with an eye to the wider perspectives of the European market, is it fair to examine proposed mergers between British firms against purely national criteria? Should we not rather be encouraging firms to merge, so that they can better compete in international markets?

I do not believe that such criticism holds up to scrutiny.

One of the first questions we ask about a merger is whether it is likely to improve industrial efficiency. A firm which becomes more competitive at home will also become more competitive abroad.

If a mergers policy is doing any of the things it sets out to do, then it must be contributing to the general efficiency of British industry. Far from putting British industry at a disadvantage, it must in general mean that our industries' resources are more efficiently deployed than would otherwise be the case.

When we come to particular merger projects, there is more than sufficient flexibility built into the procedure to guarantee that the effects on the competitiveness of British firms in European, and indeed world, markets are taken into account. This had been the case for many years before our accession to the Communities—for example, the Mergers Handbook (published in 1969) sets out 11 questions which may be considered by the Department in assessing the implications a merger has for the balance of payments.

To my mind, it is highly desirable that we should continue to exercise these powers and ask these questions. The EEC is still at the early stages of developing a merger policy. A draft Regulation has recently been sent forward from the Commission to the Council of Ministers, but it will be months if not years before there is an effective Community mergers policy in operation.

The time taken

I turn to the question of speed of decision and investigation.

Comments made to me from certain quarters imply that this is not seen as a minor procedural point. No doubt firms demanding a speedier processing of cases usually mean that they want a speedier decision in their favour. Nevertheless, when people express reservations about the present procedures, this question of speed is put right at the centre.

I am told that firms are in difficulties while they wait to hear whether the Department proposes a reference or not.

I am told that Boards have had to call off bids in the face of a decision to refer, not because of any doubt about the outcome of the investigation but because they were not able to put their plans into cold storage for the period which the Commission's investigation would require.

(continued on next page)

* Note: The relevant study by Professor S. J. Prais of the National Institute for Economic and Social Research was mentioned in the NIESR Annual Report for 1972. The results were discussed in a lecture by Professor Prais at the City University on March 20, 1973, reported in the *Financial Times* on March 21, 1973.

It would be wrong for me to brush aside this sort of reaction, but I must urge those concerned to keep a sense of proportion.

First, as to the time taken in the Department.

What I have said above will make it clear that in each case the decision whether or not to make a reference is one that calls for analysis of the situation in a particular industry, so as to identify any public interest questions which the merger seems to raise.

I believe that our general record is not too bad. When we deal with a prospective merger we are under a statutory duty to 'have regard, with a view to the prevention or removal of uncertainty, to the need for making a determination as soon as is reasonably practicable.'

In a straightforward case—unfortunately few cases are all that straightforward—we aim to give the parties a verdict within a period of around three weeks, and generally we succeed.

When we are dealing with a public offer, we seek to give a view before the expiry of the initial offer period.

I do not believe that firms have any legitimate cause for complaint if these very important decisions are reached within the month or, in complex cases, take a week or two more. Such a timescale compares more than favourably with those adopted by other merger control authorities.

Under the draft EEC merger regulations, the European Commission propose that they should be allowed three months to take a preliminary decision about the application of the regulation. In Germany, the period is one month—and that is a period reckoned from the date at which the parties give the authorities full information about the merger.

But of course it is important that the Department should deal with these cases as quickly as practicable. I attach high importance to maintaining and improving our present performance where this is possible.

In the handful of cases where the decision is in favour of an investigation in depth by the Monopolies Commission, the final issue must remain in doubt rather longer.

The statute sets six months as the normal maximum period within which the Commission should report, with some leeway in either direction. It would be open to me to extend the period up to a further three months. In practice this has never been necessary. Equally, I can specify a shorter period than six months, and normally do.

The Monopolies Commission has reported fully on 15 mergers since the powers were taken. The time to report has ranged from 13 to 22 weeks. In the most recent case—the report on British Match and Wilkinson Sword—I sent the reference to the Commission on June 29 and the report was signed on September 13.

If this country is to run any sort of effective merger policy, industry must be ready to accommodate this sort of timetable. It was recently put to me that the Monopolies Commission 'should be allowed a maximum period of one month for the investigation and that the Government's decision should be announced not more than one week thereafter.' While I sympathise with the spirit in which this suggestion was made, we should be fooling ourselves to pretend that the issues the Monopolies Commission have to consider could be adequately dealt with in this sort of timescale, or that their reports could still command general respect.

Our policy objectives

I come finally to what I think is basic to the unease expressed about merger policy—the suggestion that the Government could, and should, give a fuller public explanation of its policy objectives and criteria so that those concerned can know more precisely how they stand.

This suggestion too, however understandable, strikes me as difficult to justify.

In the first place, a very detailed Guide to the Department's practice in dealing with mergers was published under the previous Administration. It will shortly be necessary to revise and update it, to take account of the changes made by the Fair Trading Act. Meanwhile, as a guide to policy and procedure it remains generally valid. It may be that some of those who comment on the merger policy have not taken fully into account information which is already on record.

I realise that the demand for fuller guidance is essentially a demand for guidance about the basis on which we reach our decisions. The academic analyst or journalist asking this question wants to know why merger A was referred to the Monopolies Commission and not merger B. The businessman wants to know whether it is possible to deduce from the decisions reached in earlier cases the likely outcome for his own hypothetical merger C.

I believe we have gone a long way to meet this demand.

I have explained above that we are seeking first to identify only the handful of important cases which—if they go wrong—could do significant harm. Given such a case, the next question is whether there are doubts which only an investigation by the Monopolies Commission can resolve.

Week by week, statements issue from the DTI indicating that particular mergers will or (more usually) will not be referred to the Monopolies Commission for investigation and report.

We are sometimes urged to indicate publicly the reasons for which these particular decisions have been taken.

This proposal has certain superficial attractions and I have considered it carefully. But I am bound to say that I think the balance of advantage lies with maintaining the present procedure.

In those cases where we announce that a merger must be referred to the Monopolies Commission, it would not be fair to give public expression to doubts and queries which might eventually be resolved by the Commission's investigation.

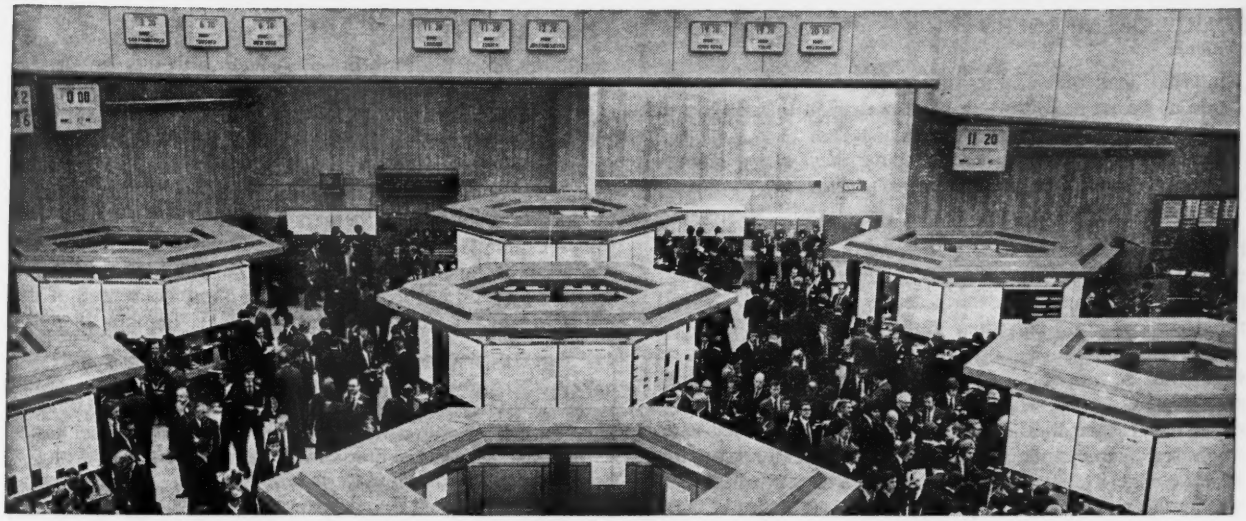
In most cases, of course, the announcement is that no reference is to be made. In many cases, the reasons would no doubt be self-evident, and there would be no objection of principle to stating them. But there are some circumstances in which it would be impossible to give a complete account of the considerations which had led to a particular decision without doing harm—for example, by expressing an adverse judgement on a particular management or revealing commercially confidential information.

So I believe that we are right to stay with the present procedure, by which mergers which are not referred to the Monopolies Commission are allowed to proceed without further comment from the Department, and comment on mergers referred to the Commission is reserved for full treatment in the Commission's report.

It is nevertheless possible to make certain broad points about the sort of questions which may give rise to concern when assessing particular proposals.

Horizontal mergers probably represent the simplest case. We look very closely at mergers which may significantly diminish competition. Perhaps the reduction in competition may seem unavoidable—for example, where one of the firms is no longer capable of surviving on its own. Or perhaps there are strong countervailing considerations—for example, in relation to efficiency or employment. But by and large I do not think anyone would be surprised if we concluded that important mergers which significantly diminish competition call for a thorough investigation by the Monopolies Commission.

In the case of vertical mergers—where firms seek to take over their own customers or suppliers—we have to consider



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whether serious doubts are raised about the effect of this aggregation of market power, whether on competing firms (at any level) or on the ultimate consumer.

The doubts which may be thrown up by mergers involving diversification—conglomerates to use the modern term—are of a rather different nature.

The economic evidence does not justify the conclusion that diversification—whether by internal or external growth—is necessarily harmful in its effect on efficiency. A good management in one field can be a good management in another, and diversification can serve a useful purpose in spreading risks and stabilising profits.

At the same time, external diversification can in theory add up to a concern that is so powerful in a number of different markets that it can exert its economic strength in a manner which is quite clearly detrimental to the public interest. There is also the question of the attitude to be adopted to asset stripping and to mergers which seem motivated solely by the desire to minimise tax liabilities.

If there are real doubts on any of these grounds then—here again—there may be questions for the Monopolies Commission to resolve.

Of course it would not be right for the DTI to operate the Government's competition policy as an agent of the Inland Revenue. But when the financial reasons for an important merger predominate, and when there is no evident industrial logic about it, then it is hardly surprising that any public interest doubts should stand out with particular prominence.

So far as asset stripping is concerned, there may be social costs and benefits to consider.

In principle, there is nothing wrong with a transaction which transfers resources of capital and labour from less profitable to more profitable uses. This is how our national wealth increases.

But social costs—real as they are to the community at large—are not necessarily reflected in share values. Only the Government can ensure that they are properly weighed.

So the likely impact of a merger on employment must constitute a very important element in our sifting process. If a merger seemed likely to cause significant redundancies, or to be incompatible with the Government's regional policies, the case for full investigation would be strengthened.

Under the Fair Trading Act, the Monopolies Commission will itself be charged with taking into account the desirability of maintaining and promoting the balanced distribution of industry and employment in the United Kingdom when it comes to weigh up the public interest in particular monopolies or mergers.

Having dealt with some points which must weigh with us, I should mention two which ought not to influence the decision.

First, the decision whether or not to refer a merger to the Monopolies Commission is not influenced by whether the bid is contested or not. The fact that a bid is agreed does not, in itself, count against reference. Nor does the fact that a bid is contested count in favour of reference. Each case is considered on its intrinsic merits.

Secondly, we do not see the merger powers as a weapon to be used specifically for the protection of shareholders.

This may be a matter for company law. The City Code, also, is designed to ensure that bids preserve equity between one shareholder and another, that all relevant information is made public, and so on. But the fact that a bid may seem to offer a rather poor deal for the owners of the company taken over, or that the benefits may seem somewhat inequitably distributed, is not really relevant to the question whether the case should go to the Monopolies Commission. My concern must primarily be with the likely effect of the merger on national interests—and in particular with the long-term effect on the interests of the consumers or users of the goods or services which the two companies provide.

I have given some indication of the sort of points which would influence us in the direction of a reference—and some of the points which do not.

What I have deliberately not attempted to do is to say what weight is to be attributed, for all time, to any particular aspect. Our national priorities change. The Government's powers must be sufficiently flexible to reflect these changing priorities.

As to the desirability of cut-and-dried criteria for reference—guidelines on the U.S. Department of Justice model—I have to align myself with the argument advanced and the conclusions reached by one of my predecessors, as set out in the Mergers Guide mentioned above:

> '... however suitable such guidelines may be in the United States, they would not do here ... They would involve referring a far higher proportion of mergers to the Commission. They would impose a degree of rigidity which would make no sense in a country so heavily dependent on

(continued on next page)

international trade and so subject to international competition as we are in Britain. It is not even clear that they would eliminate uncertainty.'
(*speech by Mr Anthony Crosland, President of the Board of Trade, in the House of Commons 17 April 1969*)

Certainly any of the cut-and-dried guidelines that I have heard suggested would seem to involve the reference of a very much larger proportion of mergers than has taken place in the past, even under the more active policy of the past 12 months—and to no particular purpose.

The criterion which most readily comes to mind would be that the Monopolies Commission should automatically consider any merger which created a 100 per cent monopoly—or whatever lesser market share the devisers of such legislation might select. But experience shows that there can be situations in which the investigation of a merger creating a monopoly would serve no useful purpose whatever. It depends on the market. Or perhaps there may be only two firms in the industry, one of them struggling, and with no alternative purchaser in sight. It may be that only an immediate takeover will preserve production capacity and jobs. As the law stands, we can allow such a takeover to proceed without delay, while leaving open the possibility of a reference to the Monopolies Commission on monopoly grounds at some later date. If we were bound by inflexible criteria, this would no longer be possible.

Criteria for the automatic reference of vertical or conglomerate mergers would be even more difficult to devise. No doubt we could fall back on some measure of size—for example, refer all mergers involving the acquisition of assets exceeding in value—say—£50 million. One could have a rule that any further acquisition by a firm which is already a monopolist should be referred. One could make it a rule to refer any merger involving companies with factories in a development area. And so on, and so on.

Such rules would make life very much easier for me and for my officials. Instead of having to address our minds to the intractable facts of real life situations, it would be simply a matter of finding out whether the rule was satisfied.

But any of the automatic rules I have mentioned would lead to the investigation by the Monopolies Commission of many mergers about which there can be no serious doubt.

If we had automatically referred mergers involving the acquisition of assets worth more than £50 million we should, for example, have made 14 references over the past 12 months rather than six. (And incidentally if this had been the only criterion, we would not have had the power to investigate five of the six cases which were in fact referred.) From my knowledge of the cases in question, I do not believe that these additional investigations would have served any useful purpose. They would have been costly, and some sensible and beneficial mergers might have been deterred.

Decisions we have taken in particular cases—whether to refer or not to refer particular mergers to the Monopolies Commission—must be viewed in the context of the Government's policy priorities. Some cases are, of course, on the border-line. I recognise that some people, faced with the same factual circumstances, might have come down another way. At the same time, the reasons for the decisions actually reached will be quite apparent to anyone who considers the cases against the considerations I have outlined.

I doubt whether the record would have been found more acceptable if the decisions had been taken on the basis of some arid arithmetical formula, rather than by human beings attempting to grapple with the unique features of every individual case.

I believe, in sum, that the case by case approach has been the right one for this country.

The Fair Trading Act

Section 76 of the Fair Trading Act, with other provisions of the Act, comes into force on November 1, 1973. Under this section, it will be the duty of the Director General of Fair Trading to keep himself informed about merger situations, and to make recommendations. It will, however, remain within the sole power of the Government to refer mergers for investigation to the Monopolies and Mergers Commission (as the Monopolies Commission is to be re-named). So the foregoing explanation of the Government's approach will, I trust, continue to serve a useful purpose as a guide to those concerned of the policy against which particular proposals are considered.

New crack-down on pyramid selling

Further measures to control pyramid selling were announced by Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, on October 25.

Since September 14, it has been an offence to take or solicit payments from participants in pyramid selling or similar schemes, if they are induced to make the payments by the prospect of benefiting from the recruitment of further participants. Regulations published on October 25, which come into effect on November 15, crack down on other objectionable features of pyramid selling.

An essential feature of any pyramid scheme is that participants pay a substantial sum to join. In many schemes the initial payment is represented as being for a stock of goods or for training. The Regulations put an end to this by limiting the payment, which a participant many make, for goods when he first joins, to a maximum of £25 and by banning payments for training and other services supplied to participants altogether.

Pyramid schemes seldom make any refund for unsold goods to a participant who wishes to leave the scheme; their refund schemes are usually subject to conditions which are almost impossible to fulfil. The Regulations give a right to any participant who is supplied with goods to require the promoter of the scheme to buy them back at 90 per cent of the price paid if he wishes to leave the scheme, provided only that they are in good condition.

All participants must be given written contracts which set out this and other rights given to them by the Regulations.

Prospective recruits to pyramid schemes are given exaggerated estimates of potential income, and little concrete information about the scheme they are joining. The Regulations require recruiting advertisements and other documents to give certain basic information about the scheme; they ban claims that any particular income can be earned by joining the scheme.

Anyone who joins a scheme must be given a seven day cooling-off period, during which he can withdraw from the scheme without loss.

Contravention of the Regulations will, from November 15, be a criminal offence punishable by a fine not exceeding £400 or three months' imprisonment or both on Summary Conviction, or a fine or imprisonment not exceeding two years or both on conviction on indictment.

A pamphlet entitled 'Pyramid Selling and the Law: Your Questions Answered' will be available from the Department or from Citizens' Advice Bureaux.

Notes

A consultative Document published at the end of March announced the Government's intention to take action to outlaw the objectionable features of pyramid selling and invited comments on the Government's proposals.

Legislation was included in the Fair Trading Act which received the Royal Assent at the end of July.

The pyramid selling provisions of the Act were brought into effect on September 14. The Act provides powers for Regulations to be made by Statutory Instrument to control the promotion and operation of trading schemes within its scope.

Fair Trading Act 1973—changes relating to restrictive trading agreements

General[1]

THE Fair Trading Act 1973[2] transfers the functions of the Registrar of Restrictive Trading Agreements under the Restrictive Trade Practices Acts 1956 and 1968 to the Director General of Fair Trading whose office is to be known as the Office of Fair Trading.

In addition, Part IX of the Act brings within the scope of the restrictive trade practices legislation certain kinds of agreement relating to recommended resale prices and patent pools previously not subject to registration (Sections 95 and 101). Particulars of such agreements are in future to be furnished to the Director General of Fair Trading. Particulars of export agreements—which, however, will not be entered in the public register—are in future also to be furnished to the Director General and not, as previously, to the Department of Trade and Industry (Section 102).

In other respects, the registration requirements of the restrictive trade practices legislation remain substantially unchanged, except that particulars of agreements subject to registration must in future be furnished to the Director General (to whom of course correspondence on other relevant matters should also be addressed). Certain kinds of agreements are no longer, however, subject to registration (Sections 96 to 100).

Notes on these changes follow below. They all come into effect on November 1, 1973.[3]

Other provisions (Sections 103-105) in Part IX of the Fair Trading Act 1973 extend the powers of the Restrictive Practices Court in relation to restrictive trading agreements, and in particular give the Court power, in certain cases, to grant interim injunctions. Part X of the Fair Trading Act brings restrictive and information agreements relating to certain services within the scope of the Restrictive Trade Practices Acts. However these agreements will not be registrable until they are the subject of an Order to be made by the Secretary of State.

Additional agreements made subject to registration

(1) Recommended resale prices

Agreements under which restrictions are accepted in respect of the prices to be charged or quoted by suppliers are already subject to registration.[4] Section 95 of the Act provides for the registration of agreements under which restrictions are accepted in respect of the prices to be **recommended or suggested** by suppliers as the prices to be charged or quoted on the **resale** of the goods supplied.

Thus, an agreement between suppliers fixing the price to be recommended to dealers to charge on the resale of the goods supplied is now subject to registration.

It is to be noted that Section 95 applies to recommendations by producers, suppliers or processors of goods (eg manufacturers or wholesalers) to other traders (normally but not always retailers) in respect of the prices which the latter are to charge on the resale of the goods to their customers. Such recommendations are to be distinguished from the recommendations made by **trade associations** to their members in respect of prices which the **members** are to charge, and which are already subject to registration under the 1956 Act (Section 6(7)). Trade association recommendations in respect of recommended resale prices of course now become subject to registration.

(2) Patent and design pooling agreements

Section 8(4) of the 1956 Act provided exemption from registration of licences and assignments and agreements to grant licences and assignments relating to a patented invention, or for which application for a patent had been made, where no relevant restrictions were accepted except in respect of the invention or articles made by the use of the invention. Similar exemption applied in relation to registered designs.

Section 101 removes from the scope of this exemption (1) patent and design pooling agreements and (2) licences, assignments or agreements granted or made (whether directly or indirectly) in pursuance of patent or design pooling agreements. Thus agreements whereby patent holders cross license one another or grant the patents to a central organisation for the purpose of licensing are now subject to registration.

A patent or design pooling agreement is defined as an agreement between **three or more persons** (the principal parties) each of whom has an interest in one or more patents or registered designs whereby each of the principal parties agrees to grant existing or future interests in one or more such patents or registered designs to one or more of the principal parties, or to one or more of such parties and to other persons, whether directly, or indirectly through a third person (eg a patent holding company or a trade association). A person has an 'interest' in a patent or registered design if he is a proprietor or licensee of, or has applied for, or has acquired the right to apply for a patent or the registration of a design.

It is to be noted that an agreement is registrable under the Acts of 1956 and 1968 only if:

(a) two or more parties are engaged in business in the United Kingdom in the production, supply or processing of goods;
(b) more than one party (whether or not engaged in business in the United Kingdom) accepts restrictions; and
(c) the restrictions concern such matters as the prices to be charged or paid for goods (or resale prices to be recommended or suggested); terms or conditions of supply; processes of manufacture to be applied; quantities or kinds of goods to be made, sold or bought; persons to or from whom goods may be sold or bought; areas of supply; and/or

(continued on next page)

[1] The information given in this article is an indication of the principal changes relating to restrictive trading agreements effected by the Fair Trading Act 1973. Readers should note, however, that this information is given as a brief guide and that before acting upon it reference should be made to the Acts themselves and to any relevant regulations, for which this article cannot be a substitute. In any case of doubt, if required, the Office of Fair Trading will be willing to give advice.

[2] In this article references to 'the Act', the '1956 Act', the '1968 Act' are to the Fair Trading Act 1973, the Restrictive Trade Practices Act 1956 and the Restrictive Trade Practices Act 1968 respectively. Where Sections alone are specified the reference is to the Fair Trading Act.

[3] The Fair Trading Act 1973 (Commencement No. 2) Order (SI 1973/1652 (C.49)) made on October 2, 1973.

[4] 1956 Act Section 6.

(d) the agreement includes provision for the exchange of information between two or more parties about the prices charged or to be charged for goods or the terms or conditions of supply.

Patent or design pooling agreements which do not possess such features are not subject to registration.

Time for furnishing particulars[5]

Particulars of agreements registrable under the Act and made before November 1, 1973 must be furnished within three months from that date (ie before **February 1, 1974**) unless determined before that date.

In the case of new registrable agreements made on or after November 1, 1973 or, in the case of agreements (whenever made) which become registrable by virtue of a variation on or after November 1, 1973, the particulars must be furnished **before the restrictions take effect** (or within three months if that is earlier).

Particulars of variations made after November 1, 1973 to agreements (whenever made) which extend or add to the restrictions accepted under an agreement or which add to or reduce the scope of the application of a continuing restriction as regards the classes of persons, goods, processes of manufacture, areas or places to which it relates must also be furnished **before they take effect** (or within three months if that is earlier).

In relation to registrable information agreements, provision for the furnishing of information in respect of prices or terms or conditions of supply is treated as a restriction.[6]

The Director General is empowered to extend the time for furnishing particulars if, but only if, application is made within the time referred to above. Any such application must:

(a) identify the agreement or variation to which it relates;

(b) state the further time requested; and

(c) state the reason why it is impracticable to furnish the particulars within the time so specified.

The consequences of failure to furnish particulars within the time prescribed may be serious. If particulars of any registrable agreement or of any registrable variation have not been duly furnished within the proper time, the agreement or variation will be void in respect of all restrictions (or provisions for the exchange of information) to which the default applies and it will be unlawful for any party who carries on business in the United Kingdom to give effect to, or to enforce, or purport to enforce, the agreement in respect of those restrictions.[7] This applies to agreements and variations made before November 1, 1973 and not furnished for registration within three months thereafter as well as to new agreements or variations which must be furnished before any restriction takes effect. Moreover the Director General may take proceedings in the Restrictive Practices Court for injunctions restraining the parties not only from enforcing an existing agreement, but also from giving effect to, or enforcing or purporting to enforce, all other unregistered agreements. In addition any person who has suffered a loss through the operation of the void restrictions may bring civil proceedings for damages.[8]

Accordingly, if there is any doubt whether an agreement or variation is subject to registration, the 'fail-safe' procedure for parties is to furnish particulars to the Director General within the proper time. If the particulars are not considered to be registrable, they will not be registered but, in any event, the parties will have complied with their obligations. The Office of Fair Trading is prepared to advise whether particular agreements or variations are registrable so long as it is approached in good time.

Procedure for furnishing of particulars of agreements

The procedure to be followed is laid down in the Registration of Restrictive Trading Agreements Regulations 1968 (SI No. 1755). All documents required for registration should be delivered or sent to: The Office of Fair Trading (Registration), Chancery House, Chancery Lane, London WC2A 1SP (tel. 01-242 2858).

In each case the person sending the documents must certify on a form provided by the Office that the particulars given are complete, both as respects the parties to the agreement and the whole of its terms.

Copies of the necessary forms for furnishing particulars and full details of the requirements may be obtained by application to the above address. The staff of the Office will do their best to assist with any necessary explanation but it is emphasised that the approach must be made in sufficient time to enable the legal requirements described above to be met.

Particulars of export agreements to be furnished to the Director General

Agreements in which all the relevant restrictions relate exclusively to the supply of goods by export from the United Kingdom are exempt from registration but the parties have been required to send particulars of such agreements to the Department of Trade and Industry.[9] Under the Act these particulars are now to be furnished to the Director General (Section 102) at the above address. Accordingly after November 1, 1973 they should be sent to the Office of Fair Trading. Particulars already furnished to the Board of Trade or Department of Trade and Industry are to be treated as if they had been furnished to the Director General. (Schedule 12 para. 11).

The particulars to be furnished to the Director General in respect of every export agreement are:[10]

(a) the names and addresses of the persons who are parties to the agreement;

(b) the whole of the terms of the agreement, whether or not relating to the restrictions.

Where an export agreement is varied or determined particulars of the variation or determination must also be furnished to the Director General. Particulars of a variation should be furnished, notwithstanding that its effect is to remove all the restrictions relating to the supply of exports from the United Kingdom.[11] Where specific recommendations are made by a trade association to its members relating exclusively to the supply of goods by export from the United Kingdom, particulars are also required to be furnished to the Director General.

Full details of the particulars required and the procedure to be adopted will be supplied by the Office of Fair Trading to whom reference should be made for fuller information.

Particulars of export agreements will not be placed on the

[5] Section 10 of the 1956 Act as amended by Section 6 of the 1968 Act as amended by Schedule 12 of the Act: Registration of Restrictive Trading Agreements Regulations 1968 (SI 1968/1755).
[6] 1968 Act Section 5 and Restrictive Trade Practices (Information Agreements) Order 1969 (SI 1969/1842).
[7] 1968 Act Section 7(1) and (6).
[8] 1968 Act Section 7(2) and (3).
[9] 1956 Act, Sections 8(8) and 31(1).
[10] 1956 Act, Section 10(1) as amended by 1968 Act Schedule 2.
[11] 1956 Act, Section 10(2).

public register and will be treated with the same degree of confidentiality as at present.

Parties are reminded that the furnishing of particulars to the Director General does not relieve them of any duty they may have to notify agreements to the Commission of the European Communities.

Agreements exempt from registration under the Restrictive Trade Practices Acts

Certain agreements which were formerly subject to registration under the Restrictive Trade Practices Acts are now exempt from registration by virtue of the Fair Trading Act. These agreements are described below.

Subscriptions to trade associations

Section 6(5) of the 1956 Act provides that an obligation on a party to an agreement to make payments based on the quantities of goods produced or supplied by him, or on the quantities of materials acquired or used by him, is to be treated as a restriction in respect of the quantities of goods to be produced or supplied by him if the payments are calculated, or calculated at an increased rate, in respect of quantities of goods or materials exceeding any quantity specified in or ascertained in accordance with the agreement. Such agreements are still registrable but in future this will not apply to an obligation on any person to make payments to a trade association of which he is a member which consist only of bona fide subscriptions for membership (Section 96). On the other hand agreements providing for graduated payments on output or sales made otherwise than for the maintenance of membership of a trade association will still require to be registered.

Agreements relating to coal or steel

Section 99 provides that in determining whether an agreement is registrable no account shall be taken of any restriction relating to coal and/or steel accepted under the agreement by two or more coal or steel undertakings as defined in the Treaty establishing the European Coal and Steel Community. Agreements between two or more coal or steel undertakings (whether with or without other parties outside the industry) containing restrictions in respect of matters other than coal or steel remain subject to registration.

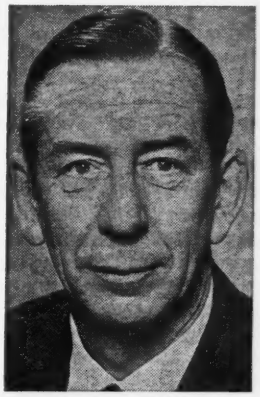
Agreements to comply with standards of performance

Section 7(3) of the 1956 Act (as amended by Section 4(1) of the 1968 Act) provided that, in determining whether an agreement is registrable, any term whereby the parties agree to comply with standards of **dimension, design** or **quality** was to be disregarded if the standard was approved by the British Standards Institution or was prescribed or adopted by any trade association or other body and approved by order of the Secretary of State. These provisions are now extended by Section 100 so as to cover standards of **performance.**

Industrial and provident societies and their subsidiaries

Industrial and provident societies which fulfil certain specified conditions and are approved by the Secretary of State are not in future to be treated as trade associations within the meaning of Section 6(8) of the 1956 Act (Sections 97 and 98). By Section 106 of the Act the definition of interconnected bodies corporate (1956 Act, Section 36(1)) is extended to include industrial and provident societies and their subsidiaries within the meaning of Section 15 of the Friendly and Industrial and Provident Societies Act 1968.

Fair Trading Office opens



THE Director-General of Fair Trading, Mr. M. J. Methven, takes up his appointment under the Fair Trading Act 1973 today (November 1). His office will be known as the Office of Fair Trading and opens on that date. Its address is Chancery House, Chancery Lane, WC2A 1SP (Tel: 01-242 2858: Telegraphic address 'Fairtrade London').

The powers and duties of the Director-General are laid down in the Fair Trading Act. They are concerned with monopolies and mergers, restrictive trading practices and consumer protection. Broadly they involve keeping under review commercial activities

(*continued on next page*)

DUTIES OF THE DIRECTOR-GENERAL OF FAIR TRADING

The principal duties of the Director-General under the Fair Trading Act are as follows:

To keep commercial activities in the United Kingdom under review, in order to identify trading practices unfair to consumers and monopoly situations or uncompetitive practices, and to make recommendations, or give information and assistance, to the Secretary of State accordingly.

To refer consumer trade practices to the Consumer Protection Advisory Committee with a view to ascertaining whether the practices adversely affect the economic interests of consumers, to make proposals for dealing with such practices by statutory instrument and to give the Committee any information and assistance they may require in this regard.

To consider evidence of persistent conduct by businessmen which is unfair to consumers and detrimental to their interests, with a view to seeking appropriate undertakings from them or if necessary bringing them before a court.

To make monopoly references to the Monopolies and Mergers Commission subject to the veto of the Secretary of State.

To inform himself about merger situations that may qualify for investigation, and to recommend action to the Secretary of State.

If requested by the appropriate Minister to do so, to consult the parties, following a report of the Commission, with a view to obtaining undertakings from them, and to keep under review the carrying out of such undertakings.

To take over the functions of the Registrar of Restrictive Trading Agreements.

To publish information and advice for consumers.

To encourage trade associations to prepare and to disseminate codes of practice for guidance in safeguarding and promoting consumers' interests.

To report on his own activities, and those of the CPAC and of the Monopolies and Mergers Commission, during each year from 1974 onwards.

Consumers' individual complaints will continue to be handled by local consumer advisory centres (these are already provided by the Citizens Advice Bureaux, local authorities and other bodies). The Director-General intends to work closely with these and other organisations with first-hand knowledge of consumer problems. Much of the raw material from which he will identify consumer trade practices which may adversely affect the economic interests of consumers will be obtained from them.

A full article on the Fair Trading Act was published in *Trade and Industry* on August 9.

OFFICE OF FAIR TRADING
continued

in the United Kingdom with a view to identifying trading practices detrimental to consumers and monopoly or uncompetitive situations that may require examination and action.

The Director-General takes over the functions and the staff of the Registrar of Restrictive Trading Agreements. The Restrictive Trade Practices Acts 1956 and 1968, as amended, remain in force. Correspondence relating to the registration of restrictive trading agreements and other relevant matters should be addressed to the Office of Fair Trading at the above address.

The staff of the Mergers Panel Secretariat has been transferred from the Department of Trade and Industry to the Office of Fair Trading. Correspondence and inquiries about merger matters previously addressed to the Department of Trade and Industry should, as from November 1, be addressed to the Mergers Panel Secretariat, Office of Fair Trading, at the above address.

Staff for the other functions of the Director-General (principally in relation to consumer protection) are currently being recruited. Their number will at the outset be small; and it is hoped that individual consumer complaints will continue to be directed to the local trading standards departments and consumer advisory services (including Citizens Advice Bureaux) rather than to the Office of Fair Trading. The Director-General intends to work closely with the national trading standards and consumer advisory organisations as they will constitute a principal information source in connection with the implementation of Parts II and III of the Fair Trading Act in respect of consumer trade practices detrimental to the interests of consumers and of persons who persist in a course of conduct detrimental and unfair to consumers.

The Office of the Registrar of Restrictive Trading Agreements in Edinburgh will become the Office of Fair Trading, 9 Hope Street, Edinburgh EH2 4EL (Tel: 031-225 3185: Telegraphic address 'Fairtrade Edinburgh').

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Transfer to Westminster Press Ltd. of 18 weekly newspapers

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, announced on October 25 that consent has been given to the transfer to Westminster Press Ltd. of 18 weekly newspapers owned by Kentish Times Ltd., Gravesend and Dartford Reporter Ltd. and F. J. Parsons Ltd.

On July 3, the Department of Trade and Industry received an application for consent under Section 8 of the Monopolies and Mergers Act 1965 in respect of this transfer. In pursuance of the requirements of the Act the matter was referred to the Monopolies Commission on July 23, 1973 for investigation and report.

The report by the Commission, which was published on October 25 (H.C. No. 460, price 24p), concludes that the transfer may not be expected to operate against the public interest.

In reaching its conclusion the Commission has noted that Westminster Press has guaranteed each newspaper against closure for at least seven years (with the proviso that this would not restrict alterations if necessary to frequency of publication if a new formula for serving the same community was decided upon) and that no redundancies were expected to result from the merger.

Special inquiry recommended

The Commission's report also recommends that the Government should consider whether it would be appropriate to arrange for a special inquiry into the question of the increasing concentration of local weekly newspapers. The DTI will be considering this recommendation.

The 18 newspapers being acquired by Westminster Press are:

Beckenham Journal
Bromley Times
Sidcup Times
Chislehurst Times
Orpington Times
Eltham Times
Dartford and Swanley Chronicle
Bexleyheath and Welling Observer
Erith and Crayford Observer
Gravesend and Dartford Reporter
Bexhill-on-Sea Observer
Hastings and St. Leonards Observer
Folkestone and Hythe Gazette
Crawley and District Observer
East Grinstead Observer
Sussex Express and County Herald
Dover Express and East Kent News
Folkestone, Hythe and District Herald

Members

The members of the group of the Monopolies Commission who carried out this investigation were:

Sir Alexander Johnston (chairman)
B. Boxhall
Mrs. J. Inchbald
G. B. Richardson
Miss Rita Stephen
Miss Frances Cairncross
Sir William Hayter
J. Clement Jones Esq.

The last three named were appointed from a panel maintained for taking part in investigations of newspaper mergers.

This was the fifth reference to the Monopolies Commission of a newspaper merger since the Monopolies and Mergers Act came into force in August 1965.

The Act provides that a transfer of a newspaper to a proprietor whose newspapers would then have an average daily circulation of 500,000 or more copies should be unlawful and void unless the transfer is made with the written consent of the Department of Trade and Industry. Unless there are exceptional circumstances, which did not apply in this case, the Department may give consent, where the newspaper transferred has a circulation of 25,000 or more,

only after an investigation of the proposed transaction by the Monopolies Commission.

The existing law on newspaper mergers is re-enacted without any significant changes in Sections 57-62 of the Fair Trading Act 1973 which comes into force on November 1, 1973. It is intended that work on newspaper mergers will still continue to be handled in the DTI and that the Director-General of Fair Trading will not be involved.

Price Commission decisions

THE Price Commission have considered applications for price increases on non-food products from Category I companies. One application was rejected, and seven applications were withdrawn or lapsed without being approved. Of those allowed, two related to consumer products and the rest were on industrial products.

The Price Commission have rejected:

Kodak Ltd. An application for an increase of 5 per cent on photographic equipment and products. The Commission were not satisfied that the company's profit margin reference level would not be exceeded.

The following applications have either lapsed or have been withdrawn:

Readymix Drypack Ltd. (subsidiary of RMC). An application for an increase of 10 per cent on dry concrete materials.

Indalex Ltd. (subsidiary of Rio Tinto Zinc). An application for an increase averaging 7.34 per cent on a range of aluminium extrusion products.

Johnson & Nephew (Steel) Ltd. (subsidiary of Johnson & Firth Brown Ltd.). An application for an increase of £3.60 per tonne on wire and wire products.

Johnson & Nephew (Manchester) Ltd. (subsidiary of Johnson & Firth Brown Ltd.). An application for average increases of 6.90 per cent on wire and wire products and 2.91 per cent on steel products.

Johnson & Nephew (Ambergate) Ltd. (subsidiary of Johnson & Firth Brown Ltd.). An application for an increase of 7.30 per cent on wire and wire products.

John Rigby (Steel) Ltd. (subsidiary of Johnson & Firth Brown Ltd.). An application for an increase of £1.95 per tonne on products manufactured from non-alloy rods and bars.

Financial Times (subsidiary of S. Pearson & Son Ltd.). An application for an increase of 14.72 per cent on advertising rates.

The increases below have been allowed on the grounds of higher allowable costs, mainly of raw materials. In one case the amount allowed is slightly less than that applied for.

Texaco Ltd. An average of 0.97 pence per imperial gallon for petroleum products, due to higher costs of crude oil and freight charges. The company has agreed to limit the increase, which has already been implemented, to 1p per gallon on standard grades of petrol.

ICI Ltd. 1p per imperial gallon on petrol, due to the increased cost of imported raw material.

23.18 per cent on Delan Col, due to the increased price of raw materials, principally Dithianon, and 22.8 per cent on Pere Col, also due to the increased price of raw materials, principally copper oxychloride.

Alcan Aluminium (UK) Ltd. £22.50 per tonne for primary aluminium ingots and an average of 4.7 per cent on semi-fabricated products, slightly less than that applied for. These increases are mainly due to the increased price of imported aluminium and alumina.

Hepworth Iron Co. Ltd. (a subsidiary of Hepworth Ceramic Holdings Ltd.). An average of 8.35 per cent on clay pipes and ducts and plastic/rubber couplings, justified by increased labour and materials costs.

J. J. Habershon & Sons Ltd. (subsidiary of Guest Keen & Nettlefolds Ltd.). An average of 3.46 per cent across the range of cold rolled steel strip products produced by the company with effect from October 29. This is a result mainly of higher raw material and labour costs.

Applications from the following companies have been considered by the Price Commission, with the results shown below:

Reckitt & Colman Ltd. have agreed to withdraw two applications. These were for an average increase of 3 per cent on their range of soft drinks and an increase of 2.3 per cent on their range of sauces.

The following increases take effect at once or within the next few days, except where otherwise stated.

Weetabix Ltd. increases of 7.5 per cent on 'Weetabix' and 4 per cent on 'Alpen'. They are due to higher costs of raw materials, particularly wheat, and of labour.

McVitie and Cadbury Cakes Ltd. increases averaging 1.3 per cent over the range of cakes and fruit pies. They are due to higher costs of raw materials, mainly flour, fruit and eggs.

Findus Ltd. increases averaging 5.1 per cent on retail packs of quick frozen foods. They are due mainly to higher costs of raw materials, particularly fish and vegetables, and will take effect from mid-November.

RHM Foods Ltd. increases averaging 1.4 per cent on 'Bisto' and 'Gravy Maker'. They are due to higher costs of imported potato starch.

J L Catering Ltd. (a subsidiary of J. Lyons & Co. Ltd.) increases averaging 4.3 per cent in prices of items on their restaurant menus and wine lists. The increases, which are lower than those applied for, are due mainly to higher costs of food, wine and labour. They will take effect over the next two weeks.

Notes

The increases shown are increases in the average net prices to trade customers such as wholesalers and retailers.

As the Price Code does not directly control the retail prices of individual products, prices in the shops will vary depending upon the type of shop, discounts, pricing policies etc. Under the Code, however, every distributor is subject to the strict limits on the gross percentage and net profit margins on his sales as a whole.

Price Commission: statistics of applications up to October 19

FROM the beginning of Stage 2 up to October 19, the Price Commission received 997 applications for price increases from 153 pre-notifying concerns. The Commission has dealt with 863 cases of which about a third were either rejected outright (61 cases) or were withdrawn after scrutiny by the Commission (214 cases). Applications which were approved in a reduced form numbered 206 and 382 cases were approved in full. The number of applications outstanding on October 19 was 134.

Most of the approvals were given on the basis of the 'allowable cost' provisions of the Price and Pay Code, five on the grounds of ensuring investment by the company concerned and 29 where an enterprise was making a loss and was allowed to increase its prices in order to cover its costs. Of the 588 applications approved in full or in part, 242 were from the food sector and 346 from other sectors.

By October 19 the Price Commission's regional centres and headquarters Information Centre had received 51,410 telephone inquiries and 11,281 written inquiries about the terms of the Price Code and about certain price increases. Of these 26,428 consisted of inquiries from industry and the public about prices charged and in some 860 cases a price reduction was voluntarily effected.

Official appointment

MR. Peter Walker, Secretary of State for Trade and Industry, has authorised the following appointment:

Mr. J. H. Plant to be deputy chairman of the West Midlands Gas Consumers' Council in succession to Mr. C. G. Pettit who retired on October 30.

The oil situation: Mr. Peter Walker's statement

In a statement on the oil situation in the House of Commons on October 24, Mr. Peter Walker, Secretary of State for Trade and Industry said:

'During recent months we have increased our stocks of oil. We now have stocks for 79 days on a forward consumption basis and there are in addition some 30 days supply on the ocean. We are now in a position to meet requirements for some months ahead if there were an emergency.

'As to future supplies, there have been some losses through the pipelines to the Mediterranean; and the Arab states announced last week their intention to make cumulative cuts in their oil production. It would appear that there will be some variations between countries as to the extent and the manner in which such cuts will be applied and the future impact is uncertain. The effect of these various restrictions on UK oil supplies is so far slight.

'On prices the OPEC countries have announced a steep and immediate increase in oil costs equivalent to 2p a gallon in breach of agreements. The Government are discussing these increases with other consumer nations.

'Given the uncertainties overall, the Government considers that it would be prudent that certain measures should be taken. It is naturally a time when we must ask the public to do everything in their power to avoid any wastage not only of oil but also of our total energy resources. I would ask that motorists should endeavour to cut down on petrol consumption and to use public transport to a greater extent where that is available. I would also hope that industrial and commercial users of energy would carefully examine any areas where they can make useful savings. I would ask domestic users to make all the savings that are possible in their homes, particularly with regard to heating appliances.

'In urging economy at home we clearly cannot permit exports to be uncontrolled. The Government will therefore take such powers as appropriate to control the export of oil and oil products beyond the Community.

'The Government do not consider it necessary to introduce a rationing scheme. In case we do ever need such a scheme, contingency plans have been brought to a state of readiness. There will of course be full prior consultations with industry, the oil companies and the motoring organisations should the Government decide that the implementation of these schemes is necessary. We shall, if required, bring before the House an enabling Bill that will grant us the powers to introduce these controls.

'Long before the recent announcements on the cost and supply of Middle East oil, the Government have been pursuing policies to develop our alternative energy supplies swiftly.

'We will continue to do everything possible to speed up the development of our oil and gas resources in the North Sea and we have asked the oil companies concerned to inform us of any delays that occur in developing their projects, and any matters that hamper them from proceeding as fast as possible with new schemes.

'The Coal Industry Act has had an important impact in arresting the decline in our coal production that had been allowed to take place in previous years, and we are in the course of discussing with the National Coal Board their long range plans for further development of the industry.

'We have reorganised the nuclear power industry and we will be making important decisions as to the development of nuclear power stations during the next few months.

'I will keep the House informed of further developments.'

'Energy conservation is commonsense'

—Mr. Tom Boardman

Ways in which industry, commerce and the general public could respond to the call made by Mr. Peter Walker, to prevent waste of oil and fuels, were outlined by Mr. Tom Boardman, Minister for Industry, on October 25.

In a statement, Mr. Boardman said: 'The observance of economies will involve some inconvenience, but should not cause great hardship. Conservation represents a good, commonsense attitude toward a resource that could become scarce.'

Users of space heating of all kinds—whether in homes, offices or factories—should aim to save fuel by reducing temperatures by a few degrees, by turning off the heating in rooms not in use and by regulating the hours during which heating is switched on.

To industry the Minister said: 'Industry is necessarily a heavy user of energy. However everyone should consider carefully how they can now make economies without significantly affecting production. Of course each factory will have its own problems, but with good management, ingenuity and a will to conserve, important savings might be made.'

The Minister urged motorists to restrict journeys to an essential minimum, sharing with others when they can; to drive at the most even and economical speeds and to use public transport as much as possible. Well serviced vehicles, the avoidance of violent acceleration and braking, and the avoidance of travelling long distance at high speed all save petrol.

Industrial and commercial transport users should ensure that their vehicles are well tuned and economically driven, and all opportunities taken to economise on petrol and diesel fuel.

Employers should consider easing the load on public transport—and the inconvenience to their employees—by staggering hours wherever possible.

Mr. Boardman said: 'It is all forms of energy that we aim to conserve. Economy of consumption of coal, gas and electricity will free oil for those essential uses for which no alternative fuels are readily available.

'This not only makes sense in the current situation, it makes economic sense to each householder, factory operator and commercial firm to look at their energy use and see whether they are, n fact, using more than they need.'

Mr. Peter Emery to open oil and gas seminar

Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, is to open a one-day East Midlands seminar on offshore oil and gas opportunities to be held at the Albany Hotel, Nottingham, on November 9.

Speaking at the seminar will be a number of leading industrialists from companies in the region and elsewhere who will describe the business opportunities in the North Sea and similar offshore markets for East Midlands suppliers of manufactured goods and services connected with the oil and gas industries.

Organised jointly by the East Midlands Regional Office of the Department of Trade and Industry and the North Midlands Regional Office of the Confederation of British Industry, the seminar will be aimed at East Midlands companies who manufacture and service oil rig equipment. It will also point out to other manufacturers of associated equipment and products that the market is one they cannot afford to ignore. The seminar will be attended by directors and senior managers of East Midlands companies.

The panel of speakers will consist of Mr. L. J. Crook, technical director of the Council of British Manufacturers and Contractors serving the petroleum and process industries; Mr. K. Bray, managing director of Ruston Gas Turbines Ltd., Lincoln; Mr. J. C. Morgan, technical sales manager of General Descaling Co. Ltd., Worksop, Notts; Mr. W. J. George, exploration and production coordinator for the United Kingdom and Eire at British Petroleum Company, London; Mr. J. P. Gibson, who in March this year was appointed to head the DTI's Offshore Supplies Office, London; and Mr. J. B. Heaney, technical manager of Shell UK Exploration and Production Co. Ltd., London.

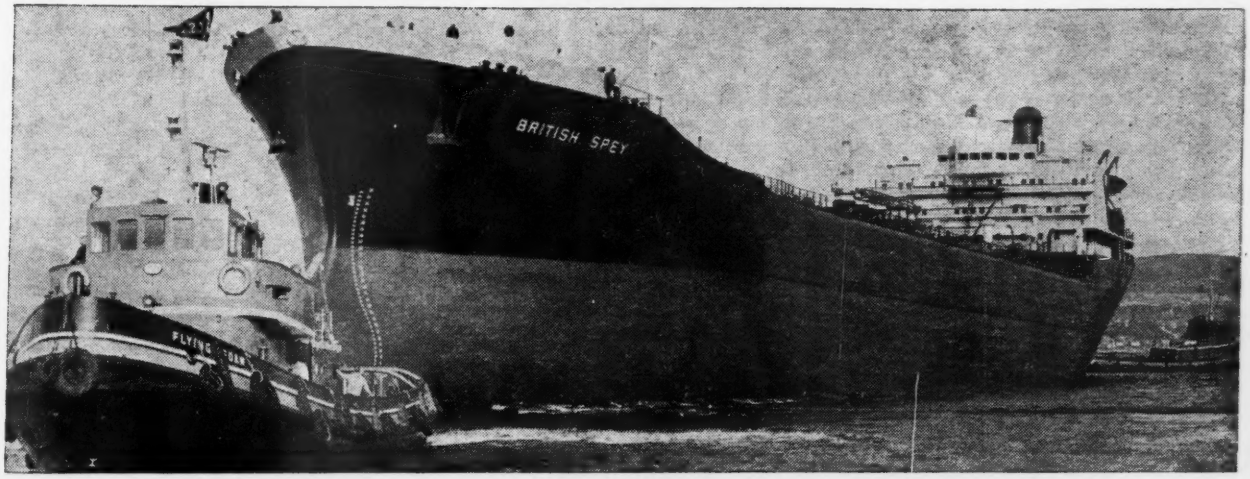
The chairman for the morning session of the seminar will be Mr. D. J. Atkin, works group director since 1969 of the Stanton and Staveley Group, near Nottingham, of the Tubes Division of the British Steel Corporation. In the afternoon Mr. A. G. Schroeder, deputy managing director of Herbert Morris Ltd., Loughborough, Leics., will take over.

Application forms for the seminar are available from the Department of Trade and Industry, Cranbrook House, Cranbrook Street, Nottingham NG1 1ES.

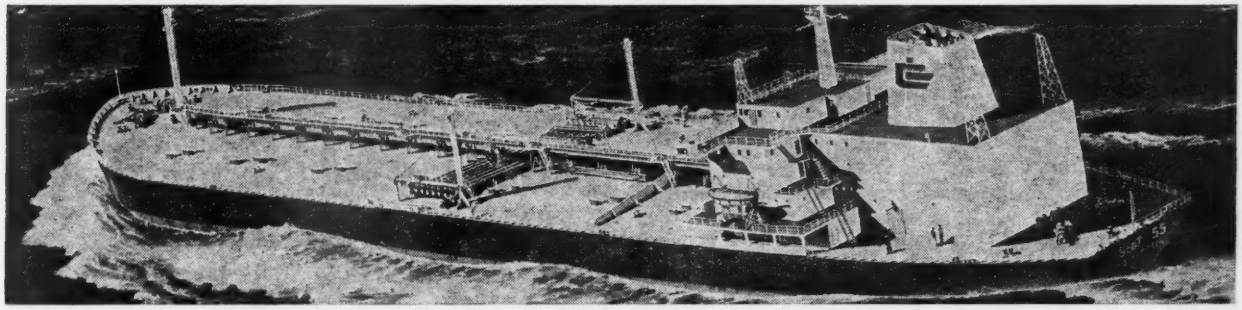
British shipbuilding industry nets £1,200m orders

The British shipbuilding industry is going through an expansionary period, said Mr. Peter Walker, Secretary of State for Trade and Industry. He was speaking at Port Glasgow, when his wife launched Lithgow's 'British Spey'. The UK's order book stood at £1,200 million, he said.

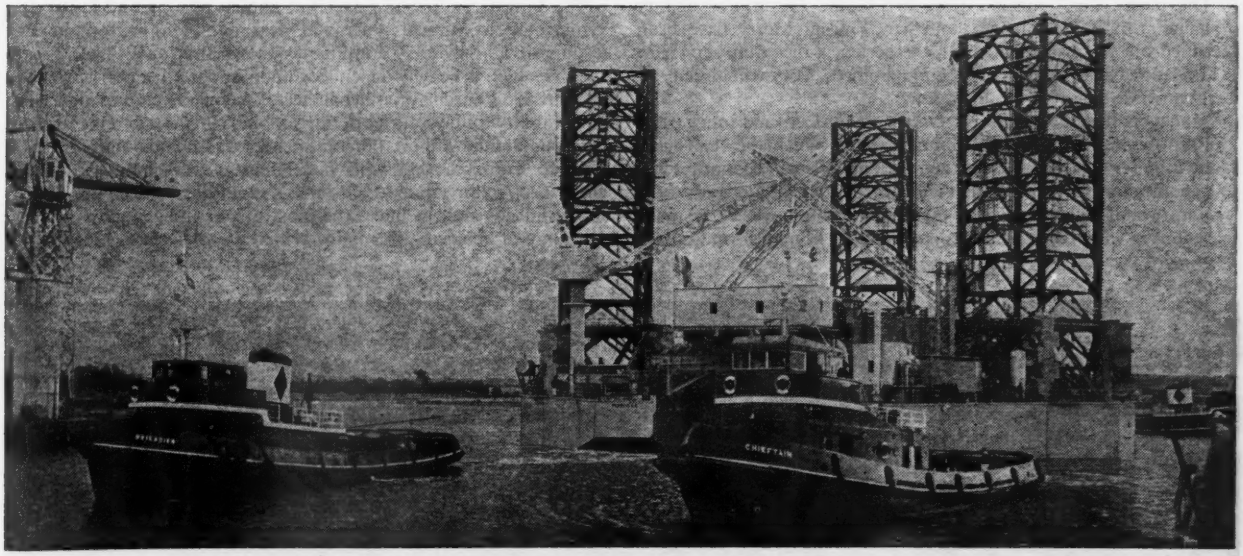
Tankers launched... and ordered (£47m for export) First oil rig towed out.



The £5 million tanker 'British Spey' after being launched from the Kingston shipbuilding yard of Lithgows Ltd., Port Glasgow. The 25,000-ton product tanker was part of a series of five ordered by BP Thames Tanker Co. Ltd. Scott Lithgow is negotiating for an export order of £30 million (including an order from Maritime Fruit Carriers for a 250,000-ton vessel) which would bring its order book to £200 million, over half for exports.



'Impression of Cammell Laird's 'StaT 55' (Standard Tanker 55,000 tons deadweight) product tanker for which the company has won a £47 million export order for five from subsidiaries of Alva Shipping (Holdings) Ltd., part of the Vlasov Group of Monte Carlo. It is the biggest order secured by the Merseyside-based company, in which the Government has a 50 per cent stake.



'Period 4', the first British built oil rig, is towed into the fitting-out basin. It was constructed by Marathon Shipbuilders Ltd., Clydebank for a US company operating in the North Sea. Air conditioned accommmodation is provided for the crew of 73.

Business information by telephone

Mr. Anthony Grant opens Luton Small Firms Information Centre

'THOUSANDS of businessmen in 10 countries will from today have access to a new databank of sources of information and advice on all aspects of setting up or running a small business' said Mr. Anthony Grant, Minister with special responsibility for Small Firms, in Luton on October 23.

Opening a new Small Firms Information Centre for the Eastern Region, Mr. Grant continued 'This centre, the first to be opened in the South of England, is one of a network of 10 now being set up throughout the country in specially designed premises.

'It will give signposting help on all aspects of business management, financial, technical and official and will provide owners and staff of all small firms with a single regional point of reference to give quick confidential advice on sources of information and help. The staff will also be establishing and maintaining cordial relations with chambers of commerce, chambers of trade, educational establishments, libraries, productivity associations, accountancy, financial and legal services, the engineering industries and other trade organisations; and we are grateful for the help and advice we have already had from bodies (both formal and informal) about small firms and their problems.

'An information bank consisting of several thousand entries on sources of advice will provide the background for the service; each centre, drawing on local sources of information and advice, is developing its own regional supplement and this is available to other centres. A wide range of literature is also being held on subjects of general and specific interest to the small businessman. We have commissioned a series of pamphlets, including some on starting up one's own business, which will be available on demand.

This specialist series will focus attention on basic aspects (and pitfalls) and include checklists from which the inquirer can develop his own ideas.

Methods of operation

'The centres will largely operate by telephone, and answering equipment has been installed to ensure that a service is provided throughout the 24 hours. We have also arranged for a Freefone service through which callers from any part of the region can telephone free of charge. All the inquirer needs to do is to ask the operator to be put through on Freefone number 372. I would emphasise that the work of the Centres will complement, not supplant or duplicate, the work of other local bodies in providing advice for small firms.

'The centre staff—the manager, Mr. Leslie Fitton; the deputy manager, Mr. Peter Harding; and Mr. Vincent Merry have been recruited on the basis of their wide experience, including service in DTI headquarter branches and regional offices. They will already be well known to many of those present.

'Managers have instructions to refer to chambers and other trade and representative bodies any inquiries with which they can help. If the inquirer is not a member then perhaps this will encourage him to join. Similarly, inquiries that can be most appropriately answered by library staff will be guided to them. There will, however, be many occasions in which the specialised knowledge of Small Firm Centres, backed up by the great resources on which we can call through the Government machine, will be able to work where others cannot.

'We have already written or discussed with several thousand organisations and individuals what they can do specially for small firms and, perhaps more important, whether they are interested in helping them. All this information is available to anyone who chooses to pick up a telephone and ring his nearest Centre.'

Staff of the Luton Small Firms Information Centre pictured on opening day with the Mayor and Mayoress of Luton and Mr. Anthony Grant, Parliamentary Under-Secretary of State, who is the Minister with special responsibility for small firms. The Staff comprises Mr. Leslie Fitton (left), manager; Mr. Peter Harding (right), deputy manager; and Mr. Vincent Merry, clerk-receptionist. The centre is at 35 Wellington Street.

'Mining revival could help balance of payments'

—Mr. Anthony Grant

GIVEN the development of new techniques, substantial mineral resources are still to be discovered and exploited in Britain, said Mr. Anthony Grant, Parliamentary Under-Secretary for Industrial Development, at Redruth, on October 24.

The Minister, addressing the 10th annual Mining and Quarrying Symposium, continued: 'demand and competition for mineral resources will inevitably continue to grow; and for a country such as ours which is heavily dependent upon imported supplies, we face an increasing burden on our balance of payments and an increasing vulnerability to the security of our supplies. It is worth remembering that our annual import bill for non-ferrous metals is about £600 million. Compare that with our largest export industry—motor cars—£330 million in 1972. Given this situation, we would be foolish if we did not seek to make the most of our indigenous resources. One way of achieving this is to reclaim and recycle as much as we

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In the boardroom of Bayerische Motoren Werke, Munich, a DTI mission led by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development (right), is seen with BMW chairman Herr E. von Kuenheim (back to camera) and export director Herr Herman Winkler (left). Mr. Grant spent two days in Munich speaking to industrialists and businessmen about investment opportunities in the UK. Seated with Mr. Grant are (from right to left) Mr. K. J. Griffin, co-ordinator of the DTI Industrial Advisers; Mr. Charles Herzberg, industrial director, Northern Region, DTI, representing all the regional industrial directors; Mr. A. H. Reed, Consul-General, Munich; Mr. A. Dartnall, Consul (Commercial), Munich; and Mr. C. L. Jackson, Mr. Grant's private secretary. Earlier, in Bonn, Mr. Grant met Herr Schlecht, State Secretary of the Economics Ministry, to discuss small firms, tourism and the film industry.

economically can. Already, some 54 per cent of our steel, 67 per cent of lead and 41 per cent of copper is derived from recovered materials; and if raw materials and energy prices increase, commercial incentives should lead to higher levels of recovery.

'It is Government policy to encourage the exploration for and exploitation of our own indigenous mineral resources. Most of the easily won deposits have already been worked. It is the objective of the Government's mineral development policy to ensure that the old mineral yielding areas are further explored and that previously unexplored areas which have mineral potential are investigated.

'The Government has embarked on two courses of action. It introduced the Mineral Exploration and Investment Grants Act 1972, to give financial assistance for mineral exploration in Great Britain and on the Continental Shelf. Contributions of up to 35 per cent may be made towards the costs of searching for non-ferrous metals, fluorspar, barium minerals and potash. This aid covers the exploration and evaluation stages of a project up to the point where a decision can be taken on the commercial viability of a deposit. We have already approved applications for grants towards 109 projects amounting to over £1.2 million from some 22 companies, both British and overseas. Applications have been approved for 11 projects in the West Country. I hope to see many more in the future.

'We also commissioned an Exploration Programme to investigate the mineral resources of five areas—of which the West Country is one—in Great Britain. Initially the programme, which is being carried out by the Institute of Geological Sciences at a cost of £1.3 million, will last three years but may be extended if results justify it. Results of this work will be published as they become available and may be followed up by the IGS. We hope that they will provide a useful starting point for further exploration by the companies themselves. In addition, the general incentives for industry, under the Industry Act 1972, are available for mining projects. In the Assisted Areas, grants and other financial assistance are available towards capital expenditure on mining works and associated processing plant and buildings. Selective financial assistance is also available for projects which will provide employment in the Assisted Areas, or strengthen the industry generally. As an illustration of this, the Government have recently agreed to make a loan under Section 7 of the Industry Act to Great Western Ores to preserve jobs and production at the Pendarves tin mine.

'In taking these steps we recognise, like most other countries, that mineral development can impose costs in terms of environmental damage. All over the world there is growing concern about the effects of mining on the environment, and the problem is particularly acute in a small country like ours where there are many competing uses for land. We have however established through our planning legislation a system which allows all the environmental issues affecting a particular project to be examined together. Before an exploration programme involving any interference with land is started, or a new mine is constructed, it is necessary for planning permission to be obtained from the appropriate planning authority. Once permission has been granted a company can go ahead with its approved plans confident that work will not be held up, for example by injunctions, at a later stage. I know that the industry is already fully aware of the environmental problems and attaches great importance to finding ways of overcoming them.

'There are indications that a revival is on the way. Many mining companies are taking an interest in the UK as a source of non-ferrous metal ores and of industrial minerals such as potash which have not previously been mined here to any extent. The Wheal Jane tin mine, here in Cornwall, which came into operation in 1971, was the first major new metal mine in the UK for 40 years and, in Yorkshire, a major new potash mine commenced production this year. Last year tin produced in Cornwall totalled 3,300 metric tons, a significant improvement on the 1,800 metric tons produced in 1971, and the final figure for this year promises to be even better.

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UK ratifies Montreal convention

THE United Kingdom Instruments of Ratification of the Montreal Convention for the Suppression of Unlawful Acts against the Safety of Civil Aviation were deposited in London, Moscow and Washington on October 25.

The Convention makes it an offence for any person to perform an act of violence against a person on board an aircraft in flight which is likely to endanger the safety of that aircraft; to destroy or damage an aircraft or air navigation facilities or place on board an aircraft a device or substance likely to endanger aircraft in flight; and to communicate false information thereby endangering the safety of an aircraft in flight. These offences are to be punishable by severe penalties. The Convention includes provision for arrest, facilitates the extradition of offenders between Contracting States and obliges any Contracting State where the alleged offender is found, if it does not extradite him, to submit the case to its competent authorities for the purpose of prosecution.

Part I of the Protection of Aircraft Act, which received the Royal Assent on July 25, 1973, contained provisions to enable the United Kingdom to proceed to the ratification of the Montreal Convention. It provided for a penalty of imprisonment for life, on conviction on indictment, of an offence under Part I of the Act.

The United Kingdom has now ratified all three of the Conventions (Tokyo, Hague and Montreal) concerned with violence against civil aviation.

The Montreal Convention, which arose largely from an initiative by the United Kingdom, was concluded at a diplomatic conference in Montreal in September 1971. It is concerned essentially with the sabotage or attempted sabotage of aircraft and air navigation facilities. As such it complements the Hague Convention for the Suppression of Unlawful Seizure of Aircraft (Hijacking) which was concluded in 1970 and the Tokyo Convention of 1963 on Offences and Certain Other Acts Committed on Board Aircraft. The United Kingdom gave effect to these two Conventions through, respectively, the Hijacking Act 1971 and the Tokyo Convention Act 1967. The Tokyo Convention has now been ratified or acceded to by 64 states; the Hague Convention by 62; and the Montreal Convention by 40. All three Conventions are now in force. There are 128 members of ICAO.

'Thirty per cent fewer night jet movements at Gatwick'

—Mr. Cranley Onslow

THE effectiveness of the measures which the Department of Trade and Industry is taking to contain the problem of night time aircraft noise at Gatwick was affirmed by Mr. Cranley Onslow, Parliamentary Under Secretary of State for Aerospace and Shipping, in a letter which he has sent to Mr. D. A. Morris, Chairman of the Gatwick Area Conservation Campaign. Mr. Onslow was replying to various points about night jet movements which Mr. Morris had earlier raised in a letter to the Minister.

In his reply Mr. Onslow said: 'I am sorry that you are so disappointed about the extent to which night movements will be cut next summer. The reduction in the basic quota is of course 400, not 200; this in itself is substantial since it represents a fall of 10 per cent on the 1973 figure of 3,950, and it must also be viewed in the context of the previous reduction from the 1972 figure of 4,950. The basic allocation has therefore been reduced by 1,400 (about 30 per cent) in the past two years, and in spite of your comments I regard that as considerable progress.

'Your reservations about the benefits that quiet aircraft will bring at Gatwick are noted and I understand therefore why you regard the net reduction of 200 movements in 1974 as more significant than the gross reduction of 400 "noisy" movements. Clearly there will be differing subjective reactions to these new aircraft but the fact remains that the 90 PNdB contour for a typical "quiet" airbus embraces only about 14 square miles, compared with an area of 50 square miles or more for older designs of large jet. This being so, I do not believe that the benefits at Gatwick should be discounted in advance: certainly this year's actual experience at Luton suggests that most people recognise an improvement.

'The possibility of introducing a totally quiet period for specified hours in the middle of the night has obvious attractions and it has been carefully examined and discussed with the Gatwick operators. Unfortunately, it is simply not a practicable proposition. Some aircraft would inevitably arrive late for reasons beyond the airlines' control and we would also need to make provision for late departures in exceptional cases. In practice, therefore, we could never guarantee that no aircraft movements would occur in the "quiet "period: the result could only be to raise false hopes, and I am most anxious not to do this. (I may add that this analysis of the suggestion was broadly accepted by the members of the Consultative Committee delegation whom I met on October 3.)

'The Government accepts of course that all reasonable steps should be taken to control aircraft noise, and that we are doing. At the same time it must also be accepted that the air transport industry brings considerable economic and social benefits and that it has a claim to be allowed to meet the needs of the travelling public. It is therefore essentially a matter of balance in deciding to what extent additional constraints on the industry are justified in the interests of noise abatement. For example, the idea of lengthening the "night" period during which restrictions apply (at present 2330—0600 hours) is certainly a possibility and I do not rule this out as a longer term aim. But, given the very substantial cut in permitted night movements at Gatwick between 1972 and 1974, it would, in my view, have tilted the scales too heavily against the airlines if we had imposed this additional restriction next year. I am aware also of the growing pressure from residents around both Gatwick and Heathrow to extend night restrictions to the winter months. Though no such restriction will be applied in the coming winter, I am keeping the situation under review and again I do not rule out the possibility of introducing some form of restraint in the future.

'Your letter also raised the problem of maintaining accurate track keeping: this is a separate issue which is at present under examination by the Department, in conjunction with the Civil Aviation Authority, in the light of complaints received this summer. I shall write to you when that work has been completed.'

Designation of ss 'Richard Montgomery' as a dangerous wreck

MR. Cranley Onslow, Parliamentary Under Secretary of State for Aerospace and Shipping, has signed an Order under the Protection of Wrecks Act 1973 designating the area round the wreck of the ss *Richard Montgomery* enclosed by straight lines joining the four lighted buoys in position:

51° 28′ 04″ N; 00° 47′ 12″ E
51° 27′ 57″ N; 00° 47′ 22″ E
51° 27′ 50″ N; 00° 47′ 11″ E
51° 27′ 58″ N; 00° 47′ 01″ E

as a prohibited area. The Order, which came into force on October 31, 1973, protects an area of about 90,000 sq. metres round the vessel.

Notes

The Protection of Wrecks Act 1973 empowers the Secretary of State to designate by Order as a prohibited area an area round a wrecked vessel which ought to be protected from unauthorised interference because its contents render it a potential danger to life or property, making it an offence for a person without authority in writing granted by the Secretary of State to enter the prohibited area, whether on the surface or under water, unless in any of the circumstances set out in Section 3 (3) of the Act.

In August 1944 the ss *Richard Montgomery* ran aground on Sheerness Middle Sand in the Thames Estuary in position Lat 51° 28.0′ N, Long 0° 47.2′ E. Its cargo consisted of nearly 7,000 tons of

(continued on next page)

SS 'RICHARD MONTGOMERY'

continued

bombs, detonators etc. of which about half was salvaged. The rest remains in the wreck.

Surveys of the wreck have been made from time to time over the years and on each occasion explosive experts have advised that because of chemical reaction consequent on immersion the munitions are unacceptably hazardous to remove. The wreck has therefore been left undisturbed and it is thought that the risk of spontaneous explosion is receding with the passage of time. It is now marked by four lighted wreck buoys equipped with radar reflectors and warning notices and by an electric foghorn. It is also kept under constant radar surveillance by the Medway Ports Authority and a 24-hour river patrol carries out inspections when in the vicinity. These measures are considered to be adequate protection for the professional mariner and the present Order is intended to alert small craft of the danger of too close an approach and to prevent them encroaching on the area of the wreck. The Protection of Wrecks Act provides for a penalty of a £400 fine upon anyone entering the prohibited area.

Expansion by Welshpool firm

A NEW 46,470 sq. ft. factory is to be built for H. H. Robertson (UK) Limited at Welshpool. The company manufactures glass reinforced polyester mouldings, day lighting and roof units for the construction industry. The headquarters and main works is at Ellesmere Port.

H. H. Robertson (UK) Ltd. established their production unit in Welshpool in 1966 when they took occupation of a 10,000 sq. ft. Government advance factory. At the present time about 80 people are employed there and on completion of the new factory the company anticipate that jobs will be provided for another 130 people by 1976. Their existing premises will be retained.

Retail Prices Index Advisory Committee to meet

MR. Maurice Macmillan, Secretary of State for Employment, announced on October 23 that he has decided to recall the Retail Prices Index Advisory Committee to re-examine the treatment of housing costs in the index and to consider the possibility of re-basing it.

Replying to a written question in the House of Commons, Mr. Macmillan said: 'I have set in hand arrangements for convening the Committee which I shall ask to re-examine the treatment of housing costs in the index and to consider the possibility of re-basing it and certain technical points on the method of construction of the index.'

Notes

The Retail Prices Index Advisory Committee, originally set up in 1946 as the Cost of Living Advisory Committee, advises the Secretary of State for Employment on the bases of the official Retail Prices Index. It is normally called to consider specific questions.

The Committee is chaired by Mr. A. R. Thatcher (Deputy Secretary and Director of Statistics, Department of Employment), and includes representatives of the CBI and TUC as well as statisticians and economists from a number of Government Departments. Other independent members include a representative of the National Federation of Women's Institutes.

The Retail Prices Index is not a cost of living index since it does not measure changes in total expenditure or in the total amount spent in order to live. Nor does it include all the items which are generally regarded as constituting part of the cost of living, including direct taxation, National Insurance contributions, life insurance premiums, payments to pension funds, capital sums and mortgage payments, etc., for house purchase.

New management development adviser programme to be launched

THE Department of Employment is to sponsor the first of a new type of training programme for management development advisers. The new programme will be run in conjunction with Ashridge Management College in Hertfordshire and the first will start on March 11, 1974.

This new development was outlined by Mr. Christopher Hayes, Deputy Chief Executive (Industry) of the Training Services Agency, speaking in London on October 23 at the International Business Communications Seminar—'Keeping Your Experienced Managers Up to Date'.

The objective of the programme will be to train a member of an organisation's management team to analyse his organisation; diagnose its needs; prepare long-term strategies and implement a management development programme.

The programme has been designed to meet the needs of all managers who are responsible for designing and putting into practice management development policies.

Each programme will last about six months and will be divided into three parts. Two weeks at the College identifying common themes and skills will be followed by a period for project work in individual organisations. During a final two-week period in the college projects will be reviewed and participants given the opportunity develop individual skills.

The cost of this first programme will be met by the Department of Employment. Participating organisations will pay their own salary costs and incidental expenses like fares. The Department will invite organisations to take part in the first programme but subsequent programmes will be open to any organisation.

Full details are available from the Registrar, Ashridge Management College, Berkhamsted, Herts. Tel. Little Gaddesden 3491.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
October 10, 1973		
1,152,107	Societe Anonyme Cockerill Ougree-Providence et Esperance-Longdoz (formerly S.A. Metallurgique d'Esperance Longdoz)	Steel sheets for enamelling
1,165,592	Agfa-Gevaert Aktiengesellschaft	Photographic roll printing machine
1,225,550	Reichhold-Albert-Chemie Aktiengesellschaft (formerly Chemische Werke Albert)	Reinforcement of rubber
1,269,245	Solvay & Cie	Process for the polymerisation and copolymerisation of diolefins
1,294,944	Louis Rebboan	Gas refill adapter
1,305,721	La Soudure Electrique Autogene Procedes Arcos S.A.	Electroslag remelting of metals
October 11, 1973		
1,143,594	Matthew Aitken Kirk	A tape cutter for an annular roll of tape
1,257,695	Cspel Autogyar	Torsional vibration damper
1,254,203	Agfa-Gevaert Aktiengesellschaft	Yellow benzothiozole dyes useful, inter alia, in the silver-dye-bleach process
1,258,320	Agfa-Gevaert Aktiengesellschaft	Colour photographic silver dye-bleach material
1,314,899	Sterling-Winthrop Group Ltd.	Novel thiosemicarbazones, processes for their preparations and compositions incorporating them

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

Proceedings under Section 36 of the Patents Act 1949

Notice is hereby given that the endorsement 'Licences of Right' upon the undermentioned Patent was cancelled on October 5, 1973.

Number	Grantee	Subject-matter
1,067,688	Hawker Siddeley Dynamics Ltd.	Cutting tools

E. ARMITAGE
Comptroller

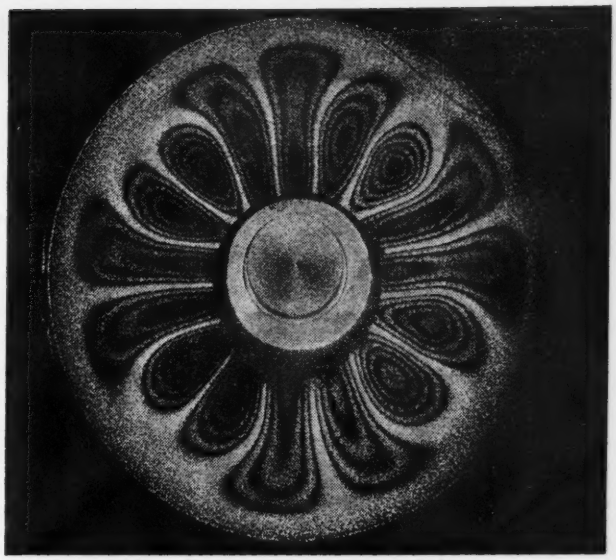
Laser holography

SOME of the industrial uses and benefits of laser holography are demonstrated in a 16 mm, sound colour film just produced by the Central Office of Information for the National Physical Laboratory of the Department of Trade and Industry. Entitled *Laser Holography —a new tool for measurement*, the film has a running time of nearly 25 minutes.

Laser holography, a new concept in photographic recording which requires no camera lens and makes use of laser light illumination, has potential application in the practical measurement of almost any engineering product, quickly and comparatively cheaply.

The film is available for hire or for sale, for non-theatrical use. In addition to industry, the film would be of interest to universities, schools and research establishments. Applications (quoting catalogue No. UK 3201) to: Central Film Library, Government Buildings, Bromyard Avenue, London W3 7JB.

Further information on holographic measurement can be obtained from the Division of Mechanical and Optical Metrology, National Physical Laboratory, Teddington, Middlesex TW11 0LW (tel: 01-977 3222).



A holographic recording of vibration patterns of a thin-walled steel tube at resonance.

'Better Ships Tomorrow'

ABOUT a third of the work undertaken by the Ship Division of the National Physical Laboratory, one of the research stations of the Department of Trade and Industry, is now being carried out on behalf of industry. Ample evidence of this work is given in a new 16-mm, sound colour film, *Better Ships Tomorrow*, produced for the NPL by the Central Office of Information.

Running for more than 25 minutes, the film also demonstrates the growing emphasis being given by the Ship Division to the needs of the off-shore oil and gas industry, showing investigatory work into the fluid loading and dynamics of BP's movable semi-submersible drilling barge 'Sea Quest'.

Much of the work performed for industry is towards making ships more efficient in terms of both operating economics and hull design. The rapidly increasing size of ships, such as tankers and other bulk carriers, often operating with comparatively smaller crews, frequently presents problems of handling and manoeuvring, especially in restricted depth of water: the NPL has been investigating ways of solving these problems.

Copies of the film for non-theatrical use are available for hire or sale from the Central Film Library, Government Buildings. Bromyard Avenue, London W3 7JB (quote catalogue No. UK 3195)

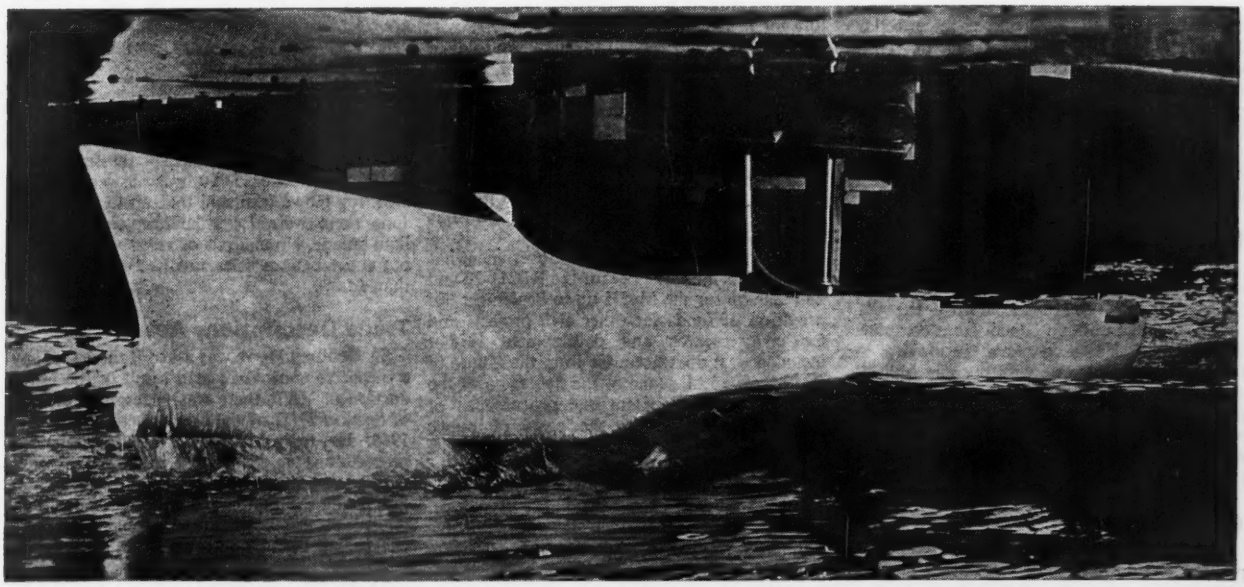
Terotechnology benefits explained

MR. Christopher Chataway, Minister for Industrial Development, will open a one-day forum on terotechnology in the Conference Suite of Millbank Tower, Millbank, London, SW1, on November 6. The forum will be under the chairmanship of Major General Sir Leonard Atkinson, chairman of the Committee on Terotechnology.

Terotechnology is concerned with the specification and design for reliability and maintainability of plant, machinery, equipment, buildings and structures and with their installation, commissioning and maintenance.

The Committee on Terotechnology was formed to make industry more aware of the enormous potential benefits to be had from applying terotechnological practices. It has been estimated that better maintenance engineering practices could save manufacturing industry alone £550 million a year.

The forum will end with a discussion period, which will enable an exchange of views on the benefits of terotechnology and how industry's awareness can be increased.



A model of a fast cargo vessel being subjected to irregular head waves. Predicting and improving the performance of ships in rough seas is one of the services provided by NPL to the shipping and shipbuilding industries. This particular project was undertaken for the Ben Line, which operates regular express cargo services to the Far East.

PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, OCTOBER 22

EEC investment in UK

Mr. Peter Walker was asked how many new jobs had been created as the result of Common Market investment in the United Kingdom since January 1, 1973; in which areas the investment had been made; and what grants had been paid in respect of such investment. Mr. Walker replied that the DTI was aware of 39 firms with parent companies in other EEC countries who, since January 1, 1973, had taken decisions to set up or expand operations here. These plans could eventually provide about 5,000 new jobs. Mr. Walker circulated the following regional analysis representing however, only a small part of total investment in the UK stimulated by our entry into the EEC. Information about Regional Development Grants was not available in the form requested.

Regions	New jobs
Scotland	2,700
Wales	450
Northern	420
Yorkshire and Humberside	450
North Western	60
West Midlands	70
Eastern	860
London and South Eastern	85
South Western	15

Consumer advice centres

In answer to a request for a statement on his plans to extend the setting up of consumer advice centres, Sir Geoffrey Howe said: 'I have sent a document outlining my plans to local authorities and other interested bodies. I shall be meeting their representatives before the end of the year to discuss how an improved service to consumers can best be achieved.'

Package tours

A Member who inquired about the number of complaints received about alleged imperfections in package tours was told by Sir Geoffrey Howe that the DTI had received about 53 complaints in the six months April to September 1973. 'I propose, in concert with the Director-General of Fair Trading, and in consultation with the Association of British Travel Agents, to set in hand an early study of what action may be needed,' he said.

Central Companies Registry

Mr. Walker was asked to take steps to improve the efficiency of the Central Companies Registry. He replied that action to improve the Staff problems and to obtain benefit from computerisation had already been taken. The move of the CRO to a new building with purpose built file storage in Cardiff would enable the considerable recruitment and office problems in London to be overcome and to provide, by means of Microfiche, a far better service in London than had been available in past years.

Company law

Sir Geoffrey Howe was asked if he would seek powers where appropriate to prevent directors of insolvent companies with deficiencies from becoming or remaining directors of other companies carrying on similar businesses. He answered: 'In the next Companies Bill I propose to extend the grounds for disqualification from acting as a director to include persons who have acted in an improper or reckless manner in relation to the affairs of companies of which they were directors. A general power to prohibit directors of companies which have become insolvent from acting as directors in future would not be justifiable.'

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe
Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway
Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine
Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman
Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

Rolls Royce Ltd.

Mr. Walker was asked if he would publish the results of his departmental inquiry into the affairs of Rolls Royce Ltd., prior to the bankruptcy of February 4, 1971. He said: 'The Report by two independent inspectors appointed under Section 165 of the Companies Act 1948 to inquire into the affairs of Rolls Royce Ltd. was published on August 2. I am grateful to the Inspectors for producing this Report.'

A Member who wanted to know the total of funds expended or committed by HMG, directly and indirectly, arising from the failure of Rolls Royce Ltd., including all direct investment, loans, research and development costs; and the estimated future requirement for the support of current projects, was told: 'The Government has provided £85 million net in connection with the purchase of assets from the Receiver of Rolls Royce Ltd. and the establishment of Rolls Royce (1971) Ltd. Further, the Government has provided £138 million net for the RB211-22 and £4.7 million for the M45H up to September 30; provision of funds for other civil projects and for civil research and development is not included as it does not arise from the failure of Rolls Royce Ltd. None of the figures cover the costs of the development and procurement of military equipment, or the costs of public administration or the costs of the social benefits and assistance provided to those affected by the failure of Rolls Royce Ltd.

'The total cost to the Government of supporting the RB211-22 is unlikely to exceed the estimate of £190 to £195 million given in Command 4860; future Government support for the stretched RB211 announced on August 7, 1972 will depend on the decision by the Lockheed Aircraft Corporation to launch the L1011-2 aircraft. For the M45H, total Government support is also unlikely to exceed the figure of £13.6 million announced on November 15, 1972. The requirement for the Olympus 593 will depend on the future level and timing of sales but will be contained within the overall limits of the Concorde programme.'

Sugar prices

A Member asked Sir Geoffrey Howe if he had received notification about an agreement between the three main sugar refining companies; and if he would refer this agreement to the Monopolies Commission. Sir Geoffrey said: 'I have been kept informed of the progress of the discussions about the sugar industry, but I understand that no final conclusions have yet been reached. The question of reference of an agreement to the Monopolies Commission does not therefore arise.'

Bankruptcies in the building industry

A question on the number of building and construction firms gone bankrupt since January 1, 1972; and how many had capital assets, below £5,000 and above £5,000, was answered by Sir Geoffrey Howe who said that up to the end of June there were 1,483 bankruptcies and 788 liquidations. No analysis of assets was available but most bankruptcies involved assets of less than £5,000.

Trade Descriptions Act

Sir Geoffrey Howe was asked if there was any evidence to show that, as a result of the introduction of VAT, there was widespread evasion of Section 11(2) of the Trade Descriptions Act 1968. He replied that, out of 155 intended prosecutions under this section of the Act notified by Weights and Measures authorities during the six months from April 1, only eight related to cases where an unexpected VAT charge had been made for goods.

Resale Prices Act

A Member who asked what orders had been made exempting goods sold by petrol companies from the provisions of the Resale Prices Act,

was told by Sir Geoffrey Howe: 'None, Sir. The only orders made by the Restrictive Practices Court granting exemption from the general prohibition of resale price maintenance relate to books and medicaments.'

Twenty-five largest companies

Sir Geoffrey Howe was asked to estimate the current market value of the assets of the 25 largest manufacturing companies in the UK as listed in *The Times* tabulation of leading British firms, state corporations excluded. 'The current market value of assets is not available,' answered Sir Geoffrey. 'The estimated market value on October 17 of the ordinary shares of the 25 largest quoted manufacturing companies as listed in the 'Times 1000' was about £12,000 million.'

British investments in South Africa

A statement was asked for on the latest available figures covering the level of British investments in South Africa and the state of the balance of payments between the United Kingdom and South Africa. 'The total book value of British investments in South Africa at the end of 1971 amounted to some £1,750 million,' answered Sir Geoffrey Howe. 'It is believed that the United Kingdom has been substantially in surplus on her balance of payments transactions with South Africa.'

Commodity prices

Sir Geoffrey Howe was asked 'to indicate in tabular form the percentage rise in the leading commodities over the past 27, 17 and six months.' 'I assume my hon. Friend is inquiring about prices,' he answered. 'Changes in the prices of major imported industrial materials are provided in the following table. Statistics of imported food prices are the responsibility of my right hon. Friend the Minister of Agriculture, Fisheries and Food.'

PERCENTAGE CHANGES IN PRICES OF MAJOR INDUSTRIAL MATERIALS IMPORTED INTO THE UNITED KINGDOM

	Past 27 months (June 1971 to September 1973)	Past 17 months (April 1972 to September 1973)	Past 6 months (March 1973 to September 1973)
Iron Ore	+ 8	+ 8	+ 8
Tungsten Ore	− 20	+ 20	+ 2
Non-Ferrous Base Metals:			
Aluminium Ingots	− 3	− 3	+ 9
Nickel	+ 11	+ 21	− 2
Copper	+ 78	+ 84	+ 31
Zinc	+ 68	+ 53	+ 26
Tin	+ 44	+ 38	+ 19
Lead	+ 66	+ 52	+ 22
Soya Beans	+110	+105	+ 51
Groundnut oil	+ 20	+ 34	+ 19
Hides and Skins p	+ 81	+ 37	−
Textile Fibres:			
Raw Cotton	+156	+147	+110
Raw Wool p	+247	+178	− 16
Jute	− 4	− 8	− 3
Timber:			
Softwood p	+120	+115	+ 55
Hardwood p	+108	+ 91	+ 35
Plywood p	+ 83	+ 70	+ 36
Natural Rubber p	+116	+144	+ 36
Woodpulp	+ 32	+ 40	+ 24
Crude Sulphur	+ 3	+ 15	− 4
Crude Oil (a)	+ 23	+ 25	+ 10

Notes:
(a) Unit value of imports: figures to August 1973 only.
p Provisional.

Energy supplies

'The Government have taken a number of major policy decisions designed to safeguard energy supplies,' said Mr. Walker in reply to a question on the risk of increasing energy shortages. 'I keep the prospects under constant review in the light of developments at home and abroad and will take further decisions as need arises.'

North Sea assets

Mr. Boardman was asked to estimate the current market value of North Sea assets of companies engaged in exploration for or the development of oil and natural gas on the Continental Shelf other than those held by the British Gas Corporation and the National Coal Board. He answered that information in the form requested was not available but total expenditure on the UK Continental Shelf up to the end of 1973 was estimated by the operators to be just over £1,000 million.

Mr. Grant answered a question on the estimated current market value of mineral wealth below ground and within territorial waters in the UK at present vested in the private sector, and said: 'All minerals within territorial waters are publicly owned. Land-based production of privately-owned minerals in 1972 was valued at £336 million. The full extent of such mineral deposits is not known; no meaningful estimate of their value can therefore be made.'

The estimated market value on October 17 of the ordinary shares of the quoted shipbuilding, ship-repairing and marine engineering companies was about £46 million, Mr. Grant said in reply to another question.

EEC grants for oil rigs

Mr. Chataway was asked what reply had been sent to the EEC Commission to their letter on the awarding of grants for oil rigs. 'A reply was sent on September 12 explaining why we disagree with the Commission's suggestion that the shipbuilding Directive prevents the payment of construction grants on mobile offshore installations.'

Crude oil prices

In answer to a request for an assessment of the trend of crude oil prices and the anticipated production from the UK North Sea in 1975 and for every succeeding year to 1980, together with an estimate of the annual accruals to the balance of payments, Mr. Tom Boardman said: 'In view of recent events, I cannot at present assess the trend of crude oil prices in 1975 through to 1980. Although there have been unforeseen technical problems and delays in the installation of production facilities, every effort is being made to overcome them and I still expect production from the UK sector of the North Sea to be 70-100 million tons. I cannot accurately assess the timing of the build-up to this level. The contribution to the balance of payments, which will be very substantial, will depend in part on the level of crude oil prices.'

NCB employees

'The number of wage-earners on colliery books at National Coal Board mines on October 6, 1973 was 251,328,' said Mr. Boardman answering a question.

Coal production

Answering a question on the expected increase in coal production during the next six months, Mr. Boardman said that on the basis of results so far, NCB expected production of coal in the year 1973/4 to be in the region of 130/135 million tons. Production in the first six months of 1973/4 was 63.4 million tons.

He was also asked what was the present share taken by coal in the generation of electricity in Great Britain and what share it was estimated coal would take in one, three and five years' time. Mr. Boardman answered: 'The arrangements between the National Coal Board and the Electricity Generating Boards for extra coal burn under the provisions of the Coal Industry Act 1973 are expected to result in an increase in coal burn of over 7 million, tons so that about 64 per cent of total energy input will come from coal this year. Uncertainties about fuel prices and total electricity demand mean it is too early to predict the percentage in future years.'

Smokeless fuel

A Member asked what representation had been received about the importation of petroleum coke; and what effect the dumping of this oil residue at a cheap price had on the smokeless fuel industry of this country. Mr. Boardman answered: 'Producers of solid smokeless fuels in this country have suggested that imported petroleum coke is an unsuitable domestic fuel, while suppliers of the material, on the other hand, have represented that it should remain freely available. The current level of imports of petroleum coke amounts to about 3 per cent of home production and consumption of manufactured domestic solid smokeless fuels.'

Another question concerned the prices of the main qualities of smokeless fuel; and how these compared with last year's prices, those of three years ago, and those of five years ago. Mr. Boardman provided the following estimates of typical winter prices for various qualities of solid smokeless fuels in a number of representative towns. 'Broadly comparable data for last year, and three and five years ago may be found in the appropriate issues of the *Digest of UK Energy Statistics*, copies of which are in the Library of the House,' he added.

TYPICAL RETAIL PRICES OF DOMESTIC FUELS IN CERTAIN LARGE TOWNS

Estimated 1973 Winter Prices — p per cwt

	Anthracite nuts 1	Phurnacite	Sunbrite	Multiheat	Coalite large	Rexco large
Aberdeen	153	163	145	—	153	150
Birmingham	148	148	132	143	136	141
Brighton	152	154	137	—	138	142
Cardiff	142	142	—	136	—	—
Edinburgh	162	160	140	—	141	141
Ipswich	168	168	142	162	146	150
Liverpool	145	145	126	—	122	131
Leeds	154	153	123	—	123	130
London	166	162	146	152	144	152
Manchester	148	147	126	—	122	131
Newcastle	—	148	119	—	133	—
Nottingham	151	152	124	—	125	131
Portsmouth	151	150	138	146	138	—
Plymouth	170	170	157	155	159	167

Typical prices quoted for usually, deliveries of 5-9 cwts. Prices may vary from merchant to merchant and there may also be variations of about 1-2p per cwt for larger or smaller deliveries.

Electricity prices

In answer to a question on the report of the Prices Commission on electricity prices, Mr. Boardman said: 'I received the Commission's report on August 15. As I announced on September 14, I decided to limit the maximum increase in electricity prices paid by consumers, apart from the effect of existing fuel adjustment clauses applicable only to certain non-domestic consumers, to 7½ per cent. Revised tariffs effective from October 1 were subsequently introduced by the Area Electricity Boards. The overall weighted national average tariff increase was 4½ per cent.'

Newsprint

In reply to a question about the shortage of newsprint in Great Britain, Mr. Chataway said: 'I am in touch with the producers of newsprint

(continued on next page)

and the newspaper publishers but since the shortage of newsprint is world wide and we are heavily dependent on imports the scope for action is limited. In the meantime I understand that the arrangements which have been made to help newspapers in difficulty are working satisfactorily.'

Advance factories

Answering a Member who asked if he was satisfied with the progress of the advance factory programme in the Northern Region, Mr. Chataway said: 'Progress has not been as fast as I would have liked. Mainly owing to shortages and delays in the construction industry only one may now be completed within the current financial year but I expect all the rest will be finished by March 1975 as originally intended, save one where there is difficulty over land.'

Mr. Chataway also told a Member inquiring about the number of Government factories empty in the Bothwell constituency, that there are six Department of Trade and Industry factories available in the six employment exchange areas into which the Bothwell constituency extends.

Regional employment premium

Mr. Chataway was asked to make a statement on the progress of discussions with the CBI and TUC on the future of the regional employment premium. 'There were discussions with the CBI and TUC in the summer and these will be taken into account in the decision which will be reached as soon as possible.' he answered.

Nuclear hazards

Mr. Boardman was asked if he had studied the report of the public hearings held in the United States in 1972 into the safety of American light water reactors and if he would have a copy of that report, together with the evidence, placed in the Library before any decision was made to purchase American light water reactors for use in the United Kingdom. 'I am aware of a number of public hearings in the USA on safety aspects of LWR's,' said Mr. Boardman. 'The hon. Member will be aware that reports of these hearings may include details of a technically complex nature and in addition may run to several volumes. If the hon. Member will advise me of the report he has in mind I shall endeavour to make it available if it is suitable for inclusion in the Library.'

Mr. Boardman was also asked to make a statement on the safety and security hazards arising from the situation at the Windscale British Nuclear Fuel site in Cumberland where, due to an industrial dispute, security, emergency and nuclear monitoring services were no longer operating. Mr. Boardman said: 'Managerial supervisory and security staff are not involved in the dispute and are maintaining all essential security, emergency and nuclear monitoring services. The plant has been shut down apart from one reactor which is operating at less than half power to provide a source of steam and electricity. Inspectors of nuclear installations are making frequent visits to the site and are satisfied with the measures being taken by the management.'

European Space Conference Meeting

Mr. Heseltine was asked to make a statement about the European Space Conference Meeting on July 31. He said: 'The Conference agreed on a four fold programme comprising:

(1) the establishment of a European Space Agency and of agreed measures for the future harmonisation of national and European programmes;

(2) the development of Spacelab within the American post-Apollo programme;

(3) the development of the L3S launcher;

(4) the development of a maritime communications satellite.

This package was the outcome of bargaining and compromise but represents in my view a significant step forward towards the achievement of a meaningful European space effort.'

HS 146

The following statement on the negotiations netween HMG and the Hawker Siddeley company concerning the funding of the HS 146 airliner, was made on request by Mr. Heseltine: 'I announced on August 29 that the Government is to invest £40 million at January 1972 prices in this project. This sum will be adjusted in accordance with movements in the general price level and any over-runs in non-recurring costs, not attributable to price level movements, will be borne by the company. The Government's investment will be recovered, by levy on sales, on terms which broadly reflect the respective contributions of the two parties.'

The following further details were circulated: 'I announced on August 29 that the Government is to invest £40 million at January 1972 prices on this project. This sum will be adjusted in accordance with movements in the general price level and is roughly equivalent to £46 million at current prices. It represents about half the estimated non-recurring costs of the projects. Should these costs turn out to be higher than forecast, the company will bear full responsibility for any cost overruns not attributable to movements in the general price level. I am satisfied that Hawkers have the resources to undertake the project on these terms. This is an arrangement for a full risk-sharing investment by the Government rather than the launching aid which has been given in the past. The Government's investment will be recoverable by a levy on sales. The recovery terms broadly reflect the respective contributions of the two parties and the Government will share in the profits throughout the life of the project. This is the first major new aircraft launched in this country for more than a decade. I am convinced that it has excellent prospects of success, both technically and commercially, and that it will bring great benefit to the British aircraft industry as a whole.'

Aircraft noise

In answer to questions about aircraft noise, Mr. Heseltine said: 'My Department undertakes a continuing and comprehensive programme to reduce noise from aircraft and the disturbance this causes. Some recent examples of this are our massive support for the RB211 engine, and for research into the techniques of quiet engines generally; the restrictions on night movements at Heathrow and Gatwick; improvements in the runway alternation system at Heathrow; the introduction of a noise insulation grant scheme at Gatwick and the extension of this scheme at Heathrow.'

Concorde

Referring to the order for five Concordes from British Airways, and the assistance given to British Caledonian Airways by allocation of routes etc., a Member asked if discussion would be sought with British Caledonian with regard to their considerations for placing orders for that aircraft. 'No,' answered Mr. Heseltine. 'I already have contact with the company from time to time about their future fleet requirements.'

Another Member asked whether, having regard to the drag characteristics on landing of Concorde, he would estimate the exclusions from the mean landing noise at the standard ICAO measuring point of production models of Concorde compared with the 707, DC8 and VC10 in (a) still air conditions, and (b) gusty conditions. Mr. Heseltine replied that the variations from the mean of Concorde's landing noise would be similar to those of subsonic aircraft in comparable conditions.

Asked for a statement on the latest orders received for Concorde and the prospects for further sales, Mr. Heseltine said: 'Nine firm orders have been placed for Concorde—five by British Airways and four by Air France. Iranair have signed a letter of intent to purchase two aircraft and expressed interest in a third and the Chinese national airline has signed a preliminary purchasing agreement for three aircraft. Discussions are continuing between the manufacturers and a number of other airlines.'

Night jet movements

The following figures were given by Mr. Heseltine in answer to a question on the numbers of night jet take-offs from Heathrow Airport in the summer seasons of 1971, 1972 and 1973.

1971	1,638
1972	516
1973 as at October 22	261

Maplin

A Member asked when the Secretary of State last met the British Airways Board; and what discussions he had had with them of their estimated use of Maplin Airport. 'My Rt. Hon. Friend last met the Board on May 8,' answered Mr. Heseltine. 'He expects to meet them again shortly. I myself have frequent meetings with the chairman and other members. Discussions have been invited with the Board about how their services might best be allocated between London's three airports, after Maplin has come into operation.'

Tracked hovercraft

In reply to questions on the tracked hovercraft site near Earith and on the select Committee report on the hovertrain project, Mr. Heseltine said: 'As I informed the hon. Member for Newcastle-under-Lyme in my answer to his question on October 16, the Government is carefully considering the Committee's report and will respond as soon as possible. The Government is taking into account the Committee's recommendations about the future use of the tracked hovercraft site.'

Professional status of heating and ventilating engineers

Mr. Heseltine was asked to make a statement on the progress of the negotiations between his department, the Institution of Heating and Ventilating Engineers and the Council of Engineering Institutions concerning the professional status of members of the Institution. He said: 'I held a further meeting with the Council of Engineering Institutions on October 16 and they told me that they intended to submit to me shortly a scheme which could lead to a satisfactory solution of this problem.'

TUESDAY, OCTOBER 23

Small firms

Mr. Grant was questioned about steps taken to reduce the burden of form filling on small businesses, following Section 55 of this year's Finance Act. He replied: 'As a first step a comprehensive inquiry to be addressed to wholesalers in 1974 has been postponed for a year so that VAT information can be used to confine the inquiry to a sample of wholesalers.

'Outside organisations are now being consulted about possible ways of using VAT information to improve the statistics available for the distributive and service trades which would at the same time reduce the burden of form-filling. A notice about this was included in *Trade and Industry*, October 4, 1973.'

Assets of pharmaceutical firms

Sir Geoffrey Howe told a Member who asked for an estimate of the current market value of the assets of the three largest firms producing pharmaceuticals in the UK, that the current market value of assets was not available. The estimated market value on October 17 of the ordinary shares of Imperial Chemical Industries was £1,153 million, of Beecham Group £396 million, and of Glaxo Holdings £277 million. The sales analyses given in company accounts suggested that these three quoted companies were the largest producers of pharmaceuticals.

'Company Assets, Income and Finance'

A Member asked Sir Geoffrey Howe if he intended to produce an updated version of 'Company Assets, Income and Finance', last published by the Board of Trade in 1963. 'No,' answered Sir Geoffrey. 'This publication had only limited sales and much of the information it contained is available elsewhere. For the largest companies rather fuller information is now given in *The Times* 1000.'

Gross profits of UK companies

A question was asked on the gross profits of UK companies, before depreciation and stock appreciation, for each year since 1960 as a percentage return on capital employed in, respectively, forestry and fishing, mining and quarrying, food, drink and tobacco, coal and petroleum products, chemicals and allied industries, metal manufacture, mechanical engineering. Sir Geoffrey Howe gave the following information:

Gross income before depreciation as a percentage of gross assets
Large companies in certain industries

	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Non-electrical engineering
1960	15.8	16.5	16.0	15.4
1961	15.3	13.8	13.1	14.5
1962	14.9	13.2	10.1	12.9
1963	15.2	13.9	9.7	12.8
1964	15.4	14.6	11.4	12.7
1965	15.0	13.9	11.1	13.3
1966	13.7	12.4	8.9	12.6
1967	13.0	12.5	11.2	12.1
1968	13.7	14.6	11.8	12.3
1969	13.4	14.3	12.4	13.8
1970	13.3	12.6	11.4	12.8
1971	14.1	12.7	10.9	12.8

Source:
Department of Trade and Industry analysis of the accounts of large industrial and commercial quoted companies operating mainly in the United Kingdom; the population of companies covered by this analysis was revised in 1964 and 1969.

Mergers and take-overs

A Member asked how many mergers and take-overs took place in 1972 and in the first six months of 1973; how many were within the scope of, respectively, the Monopolies and Mergers Act 1956 and the Fair Trading Act 1973; how many were referred to the Monopolies Commission; how many mergers were abandoned after an adverse report from the Monopolies Commission; and what were the reasons for refusals. Sir Geoffrey Howe gave the following information:

	Industrial acquisitions and mergers as recorded in (a) 'Business Monitor' (published by Government Statistical Service)	Acquisitions and mergers within the scope of the Monopolies and Mergers Act 1965 (Section 6)	Mergers referred to Monopolies Commission	Mergers abandoned immediately after reference	Mergers abandoned after an adverse report by Monopolies Commission	Mergers which took place after clearance by Monopolies Commission
1972	1,210	114	3	1	2	–
1973 (1st half)	617	63	4 (b)	3	–	– (b)

All of the mergers which fell within the scope of the Monopolies and Mergers Act 1965 would also have been within the scope of the Fair Trading Act 1973. Statistics are not available of mergers which occurred in this period and which would have been within the scope of the Fair Trading Act (had it been in operation) but were not within the scope of the 1965 Act, namely mergers which created or intensified a combined market share of between 25 per cent and 33⅓ per cent and involved the acquisition of total assets of less than £5 million.

The two proposed mergers in 1972 which were abandoned after an adverse report by the Monopolies Commission were the two bids by Beecham and Boots for Glaxo. The main disadvantages seen by the Commission to either merger was that the elimination in Glaxo of an important independent centre for deciding the allocation of funds for, and direction of, research would jeopardise the discovery and development of new products in the British-owned pharmaceutical industry.

(a) Acquisitions and mergers involving financial companies (insurance, banking, etc.) are not included.

(b) The proposed merger of British Match Corporation Ltd. and Wilkinson Sword Ltd. was referred to the Commission in the first half of 1973. A favourable report was published on October 8 and the companies have announced their intention to proceed with the merger.

Profit rates

Sir Geoffrey Howe was asked to give the comparative average rates of profit in manufacturing industry each year since 1950 in the UK, USA, each EEC country, Japan, Sweden, Australia, Canada and South Africa. 'The ratio of net income to net assets for the United Kingdom is given in the table below,' he said. 'Comparable data is not available for other countries.'

Net income after depreciation as a percentage of net assets
Large companies in manufacturing industry

1950	22.4	1961	13.4
1951	23.5	1962	12.1
1952	18.2	1963	12.9
1953	18.5	1964	14.2
1954	19.1	1965	13.4
1955	18.7	1966	11.8
1956	17.1	1967	11.9
1957	16.1	1968	13.7
1958	14.7	1969	13.3
1959	15.7	1970	12.1
1960	15.7	1971	13.1

Source:
Department of Trade and Industry analysis of the accounts of large industrial and commercial quoted companies operating mainly in the United Kingdom; the population of companies covered by this analysis was revised in 1960, 1964 and 1969.

North Sea oil

Mr. Boardman told a Member who asked for an estimate of the output from North Sea oil by 1980: 'The report on production and reserves of oil and gas on the UK Continental Shelf which I presented to Parliament in May forecast a most likely range of oil production in 1980 of 70-100 million tons. Recent discoveries should ensure that the lower end of this range is reached; with further discoveries in the next year or two it should be exceeded.'

A Member who asked for information on the number of employees killed or severely injured while working at North Sea oil operations since work first started was told by Mr. Emery that there had been 29 deaths including 13 in the loss of the *Sea Gem* in 1965 and 214 injuries (excluding minor injuries).

Concorde

Answering questions on damage attributable to Concorde, Mr. Onslow said: 'Roof tiles are occasionally displaced by the passage of large aircraft on approach to airports. From all Concorde flying to date, this has been reported on two occasions; at Le Bourget on June 1, 1969, and at Heathrow on July 1, 1972.'

WEDNESDAY, OCTOBER 24

European Patent Convention

The following statement was made by Sir Geoffrey Howe about the outcome of the recent Diplomatic Conference on the European Patent Convention.

'The Conference successfully resulted in the signature of the Convention by 14 Western European States, including this country. The essential feature of the Convention is that it will make it possible to obtain a patent covering most of Europe by means of a single application which can be filed and prosecuted throughout in English. The advantages of this system, in terms of cost and convenience, as compared with the existing need to apply in each individual country are self-evident. Separate national patents will, however, still be available for those who prefer them.

'The headquarters of the European Patent Office is to be in Munich. But under the Convention the British Patent Office will be able to carry out examination work for the European Patent Office during the first 15 years which will clearly be an important formative period. Moreover, all the participating countries have agreed that the Convention enables the European Patent Office to transfer work to national offices, including our own, at any time if this seems necessary.

'The Convention is the result of four years of negotiations. We have throughout been closely in touch with industry, commerce and the professions about these matters and I should like to express HM Government's gratitude for the co-operation, help and advice which we have received from them. The Government believe that the institution of a European Patent will be of considerable benefit to British industry and British inventors and we shall do everything in our power to ensure its success. For this purpose it will clearly be important that British staff should play a full part in the new European office in Munich and we shall do all we can to bring this about.'

Company law

In answer to a question on the steps taken against companies failing to make an annual return to Companies House as required by law, Sir Geoffrey Howe said that up to three reminders were despatched to a company in default and failing compliance each director was then reminded personally. If there was then no compliance, the directors concerned were prosecuted.

'If there are no directors, or if letters to them or to the company at its last notified registered office address are returned unanswered, the

(*continued on next page*)

PARLIAMENT
continued

company is eventually struck off the register on the grounds that it appears not to be in business or in operation,' added Sir Geoffrey.

Monopolies

A list was asked for of those commodities where, respectively, three-quarters, two-thirds, one-half, one-third, one-quarter and one-fifth of the relevant market was in the hands of one company or group; the value of the total net assets of all companies operating in the market for each of these commodities; and in the case of which of these commodity markets, an investigation had been carried out by the Monopolies Commission. Sir Geoffrey Howe answered that the information requested was not available. He supplied the following list of published reports by the Monopolies Commission on monopoly situations in the supply of goods referred to them under the present statutory criteria.

MONOPOLIES COMMISSION REPORTS ON THE SUPPLY OF GOODS

Title	House of Commons Paper No.
Supply and export of matches and the supply of match-making machinery	161 (1952-53)
Supply of electric lamps	287 (1950-51)
Supply of insulated electric wires and cables	209 (1951-52)
Supply of cast iron rainwater goods	136 (1950-51)
Supply of dental goods	18 (1950-51)
Supply and export of certain semi-manufactures of copper and copper-based alloys	56 (1955-56)
Supply of insulin	296 (1951-52)
Supply of imported timber	281 (1952-53)
Supply and exports of electrical and allied machinery and plant	42 (1956-57)
Supply and export of pneumatic tyres	133 (1955-56)
Supply of buildings in the Greater London area	264 (1953-54)
Supply of hard fibre cordage	294 (1955-56)
Supply of linoleum	366 (1955-56)
Supply of sand and gravel in central Scotland	222 (1955-56)
Supply of certain industrial and medical gases	13 (1956-57)
Supply of standard metal windows and doors	14 (1956-57)
Supply of certain rubber footwear	328 (1955-56)
Supply of electronic valves and cathode ray tubes	16 (1956-57)
Supply of tea	15 (1956-57)
Imported timber: report on whether and to what extent the recommendation of the Commission has been complied with	274 (1957-58)
Supply of chemical fertilisers	267 (1958-59)
Supply of cigarettes and tobacco and of cigarette and tobacco machinery	218 (1960-61)
Supply of electrical equipment for mechanically propelled land vehicles	21 (1963-64)
Supply of wallpaper	59 (1963-64)
Supply of petrol to retailers in the United Kingdom	264 (1964-65)
Supply and processing of colour film	1 (1965-66)
Electrical wiring harness for motor vehicles: report on whether uneconomic prices are quoted	72 (1965-66)
Supply of household detergents	105 (1965-66)
Supply of films for exhibition to cinemas	206 (1966-67)
Supply of aluminium semi-manufactures: report on a reference	263 (1966-67)
Supply of infant milk foods	319 (1966-67)
Supply of flat glass	83 (1967-68)
Supply of man-made cellulosic fibres	130 (1967-68)
Second report on the supply of electric lamps (Parts I and II)	4 (1968-69)
Supply of clutch mechanisms for road vehicles	32 (1968-69)
Supply of beer	216 (1968-69)
Supply and export of cigarette filter rods	335 (1968-69)
Supply of metal containers	6 (1969-70)
Supply of starch, glucose and modified starches	615 (1971-72)
Asbestos and certain asbestos products	3 (1972-73)
Breakfast cereals	2 (1972-73)
Chlordiazepoxide and diazepam	197 (1972-73)
Footwear machinery	215 (1972-73)

Assets of machine tools and aircraft manufacturers

A Member asked for an estimate of the current market value of the assets of the three largest firms in the machine tool industry, and of the leading companies in the aircraft industry. He was told that the current market value of assets of these companies was not available. The estimated market value on October 17 of the ordinary shares of John Brown was £24 million, of Alfred Herbert £7 million and of B. Elliott £6 million. The information given in company accounts suggested that these were the three quoted companies with the largest sales in the machine tools industry.

The estimated market value on October 17 of the ordinary shares of the Hawker Siddeley Group was £185 million, and of Westland Aircraft was £21 million. The British Aircraft Corporation was not a quoted company.

World oil prices

Mr. Boardman, answering a question on the increase in world oil prices over the past three years; and the proportion of our balance of payments, in imports, that represented, said that, due to the rise in world oil prices over recent years, the average cif value of crude and process oils imported into the UK had risen from £6.9 a ton in the second quarter of 1970 to £10.2 a ton in the second quarter of 1973.

In the second quarter of 1970, total oil imports (£225 million cif) represented 9.6 per cent of total imports; by the second quarter of 1973 the percentage had risen to 10.1 and the value to £376 million. This rise in value covered both price and volume increases.

EEC imports of coal

Mr. Emery was asked for information on the total imports of coal by EEC countries in the first half of this year, and on the share taken by coal from Eastern bloc countries. He answered: 'The latest period for which the information sought is available for all EEC countries is the second half of 1972. During this period the Community's total imports of coal (excluding intra-trade and any imports into Western Germany from Eastern Germany) amounted to $US 293 million; of this 48 per cent was imported from the USSR and Eastern Europe.'

Company profits

A question was put on the gross profits of United Kingdom companies, before depreciation and stock appreciation, for each year since 1960 as a percentage return on capital employed in, respectively, electrical engineering, shipbuilding and marine engineering, vehicles, other metal goods, textiles, leather, leather goods and fur, and clothing and footwear; Sir Geoffrey Howe gave the following information:

Oil pollution

A question was asked on the number of oil spillages from single buoy moorings occurring at Anglesey or at any other point around the UK coast during each of the last five years, their locations, how much oil was lost on each occasion; which company was responsible; and what penalty, if any, was imposed in each instance. Mr. Onslow replied: 'The Anglesey Monobuoy is not yet in operation. There have been two spillages of oil at the Tetney Monobuoy in the Humber Estuary. In 1972 some 10-15 tons were spilt and in 1973 some 3 tons. Conoco Limited owned the two vessels involved. For the 1972 offence the Master of the vessel concerned was fined £50 with £20 costs.'

Petrol rationing

'It is the intention that, should it be necessary to introduce rationing, a current road fund licence would be among the documents an applicant for petrol coupons would be required to produce,' said Mr. Emery. He was answering a suggestion that the Secretary of State should consider, in his plans for provisional legislation on petrol rationing, issuing ration coupons only on production of a current road fund tax disc.

Inswork Point Power Station

A Member asked if general directions would be given to prevent the CEGB applying at any time to use oil having a sulphur content exceeding 3 per cent, and that any application would be advertised and objections considered before action is taken. Mr. Emery answered: 'It is a condition in the planning consent for the Inswork Point power station that they should not burn oil with a sulphur content greater than 3 per cent without applying for my specific approval. I would hope such an application would not be necessary.'

Answering a further question, that the project should be reconsidered or at least delayed until further investigations had been made, Mr. Emery said: 'Agreement at this stage is limited to planning consent only. The Board cannot start building the station until they have received the necessary financial approval to their investment programme. Approval for the necessary investment has not yet been sought, and would have to take into consideration the availability of fuel supplies.'

North Sea oil

Mr. Boardman was asked what steps the Government proposed to assist Japanese participation in North Sea oil and natural gas development in return for investment in the development areas. He answered that the Government was studying suggestions put forward by the Japanese Government but had not yet reached any conclusion. In the meantime early exchanges

GROSS INCOME BEFORE DEPRECIATION AS A PERCENTAGE OF GROSS ASSETS
Large companies in certain industries

	Electrical engineering	Shipbuilding and marine engineering	Vehicles	Metal goods not elsewhere specified	Textiles	Leather, leather goods and fur	Clothing and footwear
1960	13.6	10.9	18.6	18.8	12.9	10.1	19.6
1961	12.4	9.2	12.7	16.0	12.0	10.0	17.7
1962	12.9	6.6	11.6	15.0	11.0	8.9	14.0
1963	13.8	6.3	15.1	14.9	12.3	13.2	13.3
1964	15.6	5.1	16.0	16.9	13.6	15.5	15.1
1965	14.6	−0.2	15.3	15.7	13.5	13.9	13.2
1966	14.1	3.5	12.5	14.2	12.1	12.1	11.6
1967	13.8	6.6	10.7	14.1	12.1	10.2	12.7
1968	15.7	8.4	14.3	14.5	14.5	15.1	13.9
1969	14.0	−3.2	13.7	15.6	13.6	16.9	13.2
1970	14.2	3.2	7.8	15.6	11.8	15.1	12.7
1971	15.0	0.4	12.5	15.6	12.8	19.0	15.4

Source:
Department of Trade and Industry analysis of the accounts of large industrial and commercial quoted companies operating mainly in the United Kingdom; the population of companies covered by this analysis was revised in 1964 and 1969.

between the two Governments on possibilities for Japanese inward investment were planned. Replying to a question on the number of North Sea licensees which had failed or were late in carrying through the work programme negotiated with them, Mr. Boardman said that holders of 14 licences granted under 1st and 2nd Licensing Rounds in 1964 and 1965, were unable to complete their work programmes within the six years allowed by the licences, which thereupon lapsed; in each instance initial survey work failed to reveal drillable structures. 'Holders of 3rd and 4th Round licences have until 1976 and 1978 respectively to complete their programmes,' he said.

Mr. Boardman was then asked in how many cases, where a North Sea licence was not allocated to a consortium containing one of the major oil companies, had the work programme been subcontracted by the licensee to one of the major oil companies.

' I am not aware of any major oil company having contracted to perform work programmes as a whole'. he said, 'but they have drilled a few wells as contractors to other licencees.'

EEC regional policy

A Member asked if the boundaries of the development areas would be reviewed, taking into account the proposals of the EEC Commission regarding the regions and zones which should be deemed eligible for aid from the European Regional Development Fund. Mr. Grant answered: 'No. The Commission's proposals are based on criteria which are different from those which by statute must be taken into account in designating Development Areas. The hon Member will have noticed that the Commission's criteria bring a number of Intermediate Areas within the scope of the RDF.'

The Industry Act

Mr. Chataway was asked how many inquiries and awards, respectively, had been made in the Northern Region and in Durham County under the provisions of the Industry Act, to the latest available date. He replied: 'Up to September 30, 1973, 133 offers of Regional Selective Assistance in the Northern Region had been made totalling £7,465,000 in loans and £3,221,000 in grants. A further 158 applications totalling £45,000,000 were then under consideration. Sixty-six of these offers totalling £3,100,000 in loans and £1,900,000 in grants were for undertakings in Durham County. I regret that corresponding information about applications in Durham County is not available.'

THURSDAY, OCTOBER 25

Westminster Press Ltd

A Member asked Sir Geoffrey Howe if he had received the report of the Monopolies Commission on the proposed acquisition by Westminster Press Ltd. of 18 newspapers owned by the Kentish Times Ltd., Gravesend and Dartford Reporter Ltd. and F. T. Parsons Ltd. Sir Geoffrey answered: 'I received the report on October 10 and it is being published this afternoon. The Commission has concluded that the transfer may not be expected to operate against the public interest. Formal consent to the transaction is being given to the Westminster Press Ltd. today. I am considering again, as the Commission's report recommends, whether it would be appropriate to arrange for a special inquiry into the problem of the increasing concentration of ownership of local weekly newspapers.' (*see also page* 240).

Census of Production

Referring to answers given to Members on April 6, 1970, columns 25-27, and on March 5, 1973, column 13, regarding commodities and industries where a single company held more than a given share of the market, a Member asked what were the industrial classifications used, and what was the total number of commodities and industries of which the lists given formed part. Sir Geoffrey Howe answered that the classifications used were sub-divisions of the Standard Industrial Classification employed in the 1963 Census of Production. The total number of industries and commodities on which information was collected in that census was 4,087.

Generalised Preferences Scheme

A Member asked if the Government would seek to extend more favourable trading terms to non-EEC Associate countries by the extension of the General Scheme of Preference to a larger range of goods and by the negotiation in the forthcoming GATT rounds of reduction in the most-favoured-nation rates of duty on products of particular export interest to developing countries. Sir Geoffrey Howe answered that work was currently in progress within the Community on improvements to be effected to its Generalised Preference Scheme for 1974 in the light of the Directive of the Summit Conference of European Heads of State. In the forthcoming Multilateral Trade Negotiations the Community would have as a specific aim further improvements in its Generalised Preference Scheme as well as other measures for promoting the interests of developing countries.

Pergamon Press Ltd

Sir Geoffrey Howe, answering a question, said that the final report of the Inspectors appointed to investigate the affairs of Pergamon Press Ltd. was received on August 16, 1973. 'Mr. Maxwell has made to the Department representations about the report which are at present being considered,' he added.

Price Commission in Scotland

Sir Geoffrey Howe told a Member who asked for a list of offices and telephone numbers of the Prices Commission in Scotland, that the Commission have one office in Scotland at, Office for Scotland, 3rd Floor, 440 Sauchiehall Street, Glasgow 92 3NS (Tel: Glasgow 332 6346/50) (STD Code 041).

Insworth Point

A Member asked: 'If stations for monitoring atmospheric pollution will be established in Plymouth and the environs of the proposed Insworth Point power station to record levels of pollution which are now experienced and which will be experienced once Insworth Point is in operation; and if statistics will be available to the local authorities affected.' 'The CEGB explained at the Public Inquiry that they would make such arrangements,' replied Mr. Emery.

Tyre gauges

'The Department of the Environment and my Department are consulting appropriate organisations to determine the best way of improving the accuracy of tyre pressure gauges, in the interests of road safety,' said Sir Geoffrey Howe in reply to a question.

Shortage of milk bottles

Would steps be taken, inquired a Member, to avert the threat of milk rationing due to the increasing shortage of milk bottles and the inability of manufacturers to replace them. Mr. Grant said: 'My Department is discussing the situation with the Glass Manufacturers Federation who I understand have already held discussions with the Dairy Trade Federation. Meanwhile the general public can help by insuring the return of all empty milk bottles.'

ICL

A statement was asked for on the negotiations proceeding between International Computers Ltd. and a German computer manufacturer; and an assurance was requested that the Secretary of State would not sanction giving up in whole, or in part, ICL's own European marketing capability in order to finance the expansion of ICL as a Government-backed company. Mr. Grant answered: 'As I have made clear on several occasions, the Government believes that co-operation between ICL and other European computer companies, on the right commercial terms, is desirable, and that it is primarily for ICL to decide how best to promote its commercial interests in the European context. I cannot anticipate the outcome of any particular negotiations.'

Steel

Asked how much steel is imported, and from which countries Mr. Emery said that in 1972 2.66 million tonnes of steel were imported; during the first eight months of 1973, 1.72 million tonnes were imported. The following countries supplied over 0.10 million tonnes in 1972:

million tonnes

	1972	Jan.-Aug. 1972	Jan.-Aug. 1973
Netherlands	0.39	0.24	0.25
Japan	0.33	0.23	0.12
Belgium/Luxembourg	0.30	0.18	0.18
Spain	0.29	0.24	0.05
Federal Republic of Germany	0.29	0.14	0.34
Sweden	0.22	0.14	0.15
Norway	0.13	0.09	0.08
France	0.11	0.07	0.06
Others	0.60	0.34	0.49
TOTAL	2.66	1.67	1.72

Answering a further question, Mr. Emery said in 1972, 4.62 million tonnes of steel were exported; during the first eight months of 1973, 2.81 million tonnes were exported.

Although in the period shown exports have increased slightly those made by BSC show a slight reduction on actual exports in 1972 and a considerable reduction on planned exports.

The following countries received over 0.10 million tonnes in 1972.

million tonnes

	1972	Jan.-Aug. 1972	Jan.-Aug. 1973
USA	1.07	0.58	0.57
Spain	0.42	0.19	0.16
India	0.31	0.20	0.13
Sweden	0.20	0.12	0.15
Argentina	0.18	0.10	0.07
Irish Republic	0.16	0.10	0.12
Canada	0.14	0.08	0.09
Norway	0.14	0.08	0.09
USSR	0.12	0.06	0.06
West Germany	0.11	0.05	0.12
Denmark	0.11	0.07	0.08
Others	1.66	1.13	1.17
	4.62	2.76	2.81

Mr. Emery was asked to publish the prices of UK-produced steel and the prices of similar steels in the rest of the Common Market and gave the following table, provided by the British Steel Corporation, comparing home trade prices in the countries of the European Communities with British Steel Corporation prices on October 1. It does not cover prices charged by UK private sector steel producers.

(*continued on next page*)

Product	BSC	West Germany	France	Italy	Belgium	Nether-lands	Den-mark	Lux-embourg
Billets	100	159	136	125	130	—	—	—
Medium Plates	100	159	148	140	148	137	140	179
Boiler Plates	100	177	165	144	166	159	153	—
Structural Beams	100	152	137	152	151	—	—	161
Steel for Reinforcement	100	146	134	159	160	164	150	160
Hot Rolled Strip	100	143	124	135	135	140	—	150
Hot Rolled Coil	100	142	120	137	140	138	—	—

No precise estimates had been made of total UK demand for steel in 1971. It was expected that demand would continue at a high level throughout 1974.

'Japanese seaweed'

A Member who inquired about DTI action to combat the rapid growth of 'Japanese Seaweed' to avoid interference with shipping, was told by Mr. Onslow: 'I understand this seaweed is unlikely to present any hazard to shipping, and my Department sees no need at present to take action to supplement that already being put in hand by local authorities in affected areas.

Gross profits of UK companies

Information was requested on the gross profits of UK companies, before depreciation and stock appreciation, for each year since 1960 as a percentage return on capital employed in, respectively, gas, electricity and water; transport and communication; distributive trades; insurance banking and finance, and other services; and on bricks, pottery, glass, cement etc., timber, furniture etc., paper printing and publishing, other manufacturing industries and construction. Sir Geoffrey Howe gave the following figures.

GROSS INCOME BEFORE DEPRECIATION AS A PERCENTAGE OF GROSS ASSETS
Large companies in certain industries

	Transport and communications (excl. shipping)	Distributive trades	Miscellaneous services (excl. insurance, banking and finance)
1960	13.5	17.8	18.3
1961	12.3	16.8	19.2
1962	12.7	16.6	17.6
1963	13.1	16.9	17.5
1964	13.3	17.7	16.4
1965	12.9	16.9	14.9
1966	11.9	16.0	15.0
1967	10.9	16.1	15.2
1968	14.6	17.1	15.7
1969	17.0	17.8	18.7
1970	17.0	18.6	15.7
1971	16.5	19.3	15.3

Coal

Mr. Emery was asked how many men were employed by the National Coal Board on September 30, 1947, and what was the total employed on that date in each of the subsequent years to 1973, inclusive. He said that in September 1947, 714,000 wage earners were on NCB colliery books; in 1972/73 the corresponding figure is 268,000. These and figures for intervening years could be found in the Department's *United Kingdom Energy Statistics* and the National Coal Board's Report and Accounts. Mr. Boardman, asked to state the present total manpower employed by the National Coal Board and the figure in the same month of 1972, gave the following figures.

Wage earners on colliery books	*(thousands)*
October 13, 1973	251
October 14, 1972	267

Mr. Boardman was also asked to state the present output per manshift in the coal mining industry at the coal face and overall, at the latest available date; and the figures in the corresponding months in each of the previous five years. He gave the following information.

Output per manshift at NCB mines	(cwts)	
	Face	Overall
September 1968	128.2	40.8
September 1969	134.3	42.4
September 1970	139.2	43.2
September 1971	137.6	42.5
September 1972	144.3	44.5
September 1973	148.2	44.3

'Information on the coal industry, including manpower, stocks and productivity statistics, is published regularly in the Department's magazine *Trade and Industry* and in the *Monthly Digest of Statistics* published by the Central Statistical Office,' he said.

The following information was given by Mr. Boardman on the present stocks of coal, distributed and undistributed.

Coal Stocks October 13, 1973	(million tons)
undistributed	13.4
distributed	22.3
TOTAL	35.7

GROSS INCOME BEFORE DEPRECIATION AS A PERCENTAGE OF GROSS ASSETS
Large companies in certain industries

	Bricks, pottery, glass, cement etc.	Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction
1960	17.8	16.2	15.2	13.7	16.6
1961	17.4	13.4	13.9	12.7	16.1
1962	15.7	11.0	12.8	11.9	15.9
1963	15.9	12.6	12.7	12.8	17.1
1964	17.5	15.6	13.8	14.7	21.6
1965	16.4	14.3	13.2	13.5	19.6
1966	14.8	12.2	12.1	12.6	16.7
1967	15.1	12.7	11.3	12.7	16.9
1968	15.1	15.6	12.2	14.2	16.5
1969	14.5	13.4	11.6	13.3	18.9
1970	14.7	13.3	10.7	13.2	17.1
1971	17.5	19.7	10.3	13.3	18.6

Source: Department of Trade and Industry analysis of the accounts of large industrial and commercial quoted companies operating mainly in the United Kingdom; the population of companies covered by this analysis was revised in 1964 and 1969.

Asked about the CEGB's plans for increased coal burning in the light of the changing circumstances of imported oil, Mr. Boardman said: 'The CEGB are watching the situation closely and discussions are taking place between the Board and my Department.' Answering a question on the level of imported coal, Mr. Boardman said: 'The Department's *Overseas Trade Statistics of the United Kingdom* show that in the eight months ended August 1973 total imports were 0.99 million tonnes valued at £11.79 million, an average value of £11.9 a tonne. The principal sources were USA (0.62 million tonnes) and Australia (0.19 million tonnes). Special coking coals not available from British mines account for most of these imports.'

Price statistics showing the present average price of British mined coal were not available Mr. Boardman said. The National Coal Board Report and Accounts for the year ending March 31, 1973 gave an average value of £7 a ton for all NCB production. The NCB increased their prices by 7½ per cent in July 1973 for all but domestic fuels, which accounted for some 15 per cent of consumption last year.

Nuclear power for ships

Mr. Walker, answering a Member who asked for a statement on his conversations with the West German Government about the use of nuclear propulsion for merchant ships in view of the increasing threat of oil shortage, said: 'I have not had any such conversations with the Government of the Federal Republic of Germany. However, the United Kingdom Atomic Energy Authority are keeping this subject under review, and are in contact with industrial and commercial interests in this country and abroad, including the Federal Republic of Germany.'

Concorde

A list was asked for of items constituting the delay of six months in the certification of Concorde. Mr. Heseltine said: 'The development programme covers a wide range of inter-related systems, tests and proving work, all of which are continuously being assessed in terms of their impact upon the date of certification. The holding factors inevitably change as the programme proceeds, and it would be misleading for me to single out any particular aspects at any one point in time.'

Bird strikes

Mr. Onslow told a Member who asked what studies had been carried out by his department into the problem of bird strikes at Maplin, and what conclusions emerged as to the degree of risk from bird strike to aircraft using an airport in this area, that the DTI had sponsored a study into this problem which was now in progress and would continue up to and beyond the airport's opening date. It was too early to reach any firm conclusions but the experts involved were confident that the bird strike hazard at Maplin could be reduced to minimal proportions. In answer to another question, Mr. Onslow said: 'In addition to work sponsored by my Rt. Hon. Friend The Secretary of State for Defence and by the Civil Aviation Authority my Department is sponsoring research on improving the resistance of aircraft to bird strikes. This research is a continuation of programmes which have been in progress for about eight years. It is also sponsoring an ornithological survey of the Maplin area. The promotion of remedial measures to reduce the risk of bird strikes is a matter for the Civil Aviation Authority.'

Industrial development

Mr. Grant answered questions on industrial development in Ashington, Hartlepool, the Northern Region and the North West region.

Leading Japanese department store opens London office

HANKYU Department Store Inc. (Mr. Ko Noda, president) with its headquarters in Osaka and five stores in Tokyo and other cities in Japan, has set up an office in London to take care of the store's buying in the UK and other European countries.

Mr. Toshiro Sakita, import section manager of Hankyu's Foreign Trading Division opens the new office today (November 1). After training on the spot, Mr. Masayoshi Nakao will succeed Mr. Sakita as representative early in 1974.

Hankyu's main store in Osaka has the largest sales area of any department store in Japan and is keenly interested in British and other imported products. For each of the past three years, Hankyu have launched their autumn sales season with a big promotion of British goods. These promotions have featured cultural exhibitions prepared by Fairs and Promotions Branch of DTI which have attracted considerable attention—and customers. This year British Week at Hankyu opened on October 5. Items from Scottish museums and other collections were shown under the title 'Edinburgh and the Highlands of Scotland'. This has been Hankyu's biggest promotion so far.

Hankyu are always searching for new sources of supply, particularly for clothing, foodstuffs and giftware. British firms interested in doing business with Hankyu are invited by Mr. Sakita to get in touch with him at the Hankyu Department Store European Representative's Office in the Adelphi, John Adams Street, London WC2.

Hankyu department store in Osaka.

Seminar on education and training for overseas trade

AN invited audience of some 150 representatives of the academic world, professional institutes, chambers of commerce, exporting companies and of Government met on October 25 at the Carlton Tower Hotel in London to discuss 'Education and Training for Overseas Trade'. The seminar had been arranged by the British Overseas Trade Board following their publication of a report on the subject prepared by Mr. D. J. Liston.

The general aim of the seminar, under the chairmanship of Mr. G. V. K. Burton, a member of the British Overseas Trade Board, was to see what is required, more than is already being done, to ensure that the country's export effort is adequately supported in terms of people, information and skills through a more effective use of the total education and training resources currently deployed in this field.

The seminar concentrated on the two aspects of needs and resources and examined how a proper balance between the two could be created and maintained. In particular it looked at the educational establishments, institutions and Government Departments operating in the area and sought to clarify their individual contributions to the total effort. The needs of industry and commerce in relation to education and training were also discussed both from the manufacturing and 'invisibles' viewpoints.

Speakers at the seminar included:

Mr. D. J. Liston, Education adviser,
British Overseas Trade Board

Mr. J. S. Cassels, Chief executive,
Training Services Agency,
Department of Employment

Prof. N. C. Hunt, Professor of Business Studies,
University of Edinburgh

Mr. J. A. Raven, Director-general,
Association of British Chambers of Commerce

M. Philippe Agid, General secretary,
Fondation Nationale, Paris

Mr. G. N. Bowman-Shaw, Chairman,
Lancer Boss Group

Mr. E. J. W. Hellmuth, Executive director,
Midland Bank Ltd.

Copies of the report 'Education and Training for Overseas Trade' are available from the British Overseas Trade Board, 1 Victoria Street, London SW1 (tel: 01-222 7877, ext. 5492).

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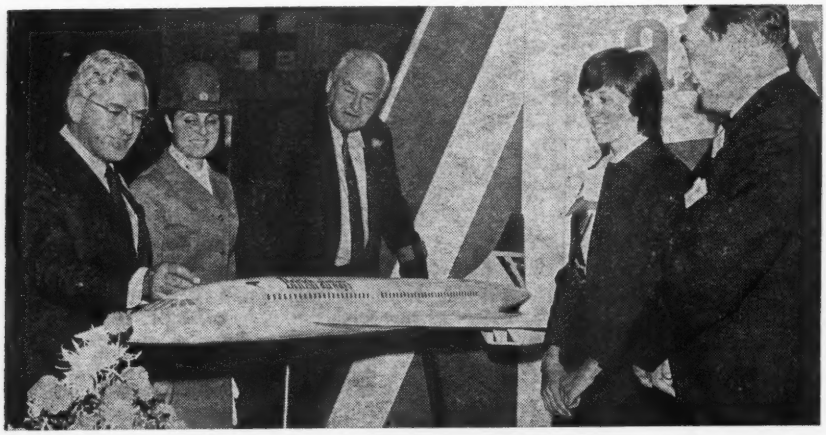


On the British Airways stand, Sir Peter Allen (centre), member of the British Overseas Trade Board, looks at a model of Concorde with two company executives, Ralph Glazer and Frank J. Waters, and hostesses from Northeast Airlines, now part of British Airways, at the British Industrial Technology Exhibition in Bilbao.

Bilbao: exhibitors rate Britec 73 a very worthwhile trade venture

From Elizabeth Meldrum, Central Office of Information Trade Fairs Unit, in Bilbao: Bilbao, a Spanish port with strong trading and communications links with Britain, virtually 'went British' for this week's duration of Britec 73, the British Industrial Technology Exhibition, which attracted many thousands of visitors to the city from October 18 to 25. As well as the exhibition—which was the culmination of two years of planning and preparation under the guidance of the British Overseas Trade Board, the sponsor—Bilbao had other attractions to offer.

Complementary to the display of advanced technology at Britec were a technical symposium within the exhibition grounds, a visit to the port by a Royal Navy oceanographic survey ship and a departmental store promotion by the leading retail store in the city.

The prime object of Britec 73, according to Sir Peter Allen, the member of the British Overseas Trade Board who opened the exhibition, was 'to deepen and strengthen the industrial relations between Spain and Britain.' We aimed to 'stimulate the interest of Spanish and British manufacturers to work closer together for their mutual advantage by showing some of the latest British technological products and processes. Our thought was that the industries of both our countries could build on each other's experience and opportunities.'

To this end, about 110 British firms and organisations displayed a very varied selection of the country's most modern technological equipment in the main pavilion of the permanent trade fair site in Bilbao.

Machine tools and instrumentation

The emphasis was on advanced machine tools and industrial instrumentation, two commodities which have a wide end-use application in many sectors of Spanish industry and in which Britain has much technological expertise to offer. Also on display was equipment for processing metals, flow control plant, computers, industrial security and anti-pollution equipment. Naturally enough, the greatest attention was given by visitors to stands where machinery was actually being demonstrated.

One of these demonstrations that proved to be a popular daily attraction was the explosive welding technique developed at the Banbury Research Laboratory of Alcan International Ltd. Groups of Spanish businessmen gathered each noon to watch company representatives detonate a self-adhesive explosive charge that welded any two metals together. Many inquiries were made about the technique and a company is about to be formed in Spain to handle the welding pack.

Approximately 15,000 top-level Spanish businessmen, many of them company directors and chairmen, visted Britec, and Bilbao's hotels were crammed with the visitors and exhibitors. Most of the exhibitors reported they had received many serious inquiries, some of which led to immediate contracts or tenders, but the majority of which mean follow-up visits on the part of the British companies. Some inquiries came from Portuguese and Turkish businessmen.

One St. Albans firm, Federal Gauges Ltd., reported such a good response to its selection of gauges that were new to Spain that a company executive will be returning within a month to make a demonstration tour of the country. Another manufacturer, Draeger Normalair of Blyth, Northumberland, was so delighted at the number of inquiries about its respirators for providing emergency air supplies that its newly-appointed agent in Bilbao will soon be coming to Britain to learn how to demonstrate the equipment to prospective customers contacted at Britec.

The small London family firm of Invicta Finishing Systems Ltd., which specialises in industrial ovens, received £400,000 worth of tenders. 'We are so impressed by the reaction to our products at Britec, the first overseas trade fair in which we have taken part, that we are now contemplating taking part in the British Trade Fair in Sao Paulo, Brazil, next year,' said Mr. C. E. Cook, who founded the firm five years ago. When the exhibition ended, Mr. Cook visited Malaga and Barcelona to discuss the possible manufacture of his products under licence. He also has plans to visit Lisbon at a later date to discuss the use of his machinery with a manufacturer he met at Britec.

Dunham Bush International of Portsmouth, manufacturer of heating, air conditioning and refrigeration equipment, clinched an order for £150,000 worth of water chillers, purchased by a manufacturer of air conditioning systems. Dunham Bush anticipates supplying a further £50,000 worth of equipment to this same buyer within the next 12 months. Among inquiries received were some from a Spanish chemical manufacturer who wanted to see for himself water chillers similar to those used so successfully by his associated company in Portugal.

Another company with an order for £150,000 is Powel Automation Ltd. of Leatherhead. With all the new contacts made during the exhibition, the company expects to conclude business valued at several hundred thousand pounds.

Other firms which signed contracts during Britec included Instron Ltd. of High Wycombe; De La Rue Instruments Ltd. of Portsmouth; Wellman Mechanical Engineering Ltd. of Darlaston; and Desoutter Brothers Ltd. of Hendon.

The Electrical Research Association, with headquarters at Leatherhead, was delighted at the response Spanish firms showed to the services it offers. Apart from 140 new contacts made—and that could represent many thousands of pounds worth of business—ERA signed on a new Spanish member, its first in Bilbao. This is the important Arteche Group with its four companies involved in the electrical and electronics field.

'We believe that if it were not for Britec, this company would not have made contact with us so soon', commented Mr. J. L. Dobie, external relations and marketing executive. 'We are delighted that such an important Bilbao company should want to join our organisation.'

Valuable new contacts

Most of the firms taking part in Britec have considered it very well worth their while, mainly from the point of view of making new contacts. Croydon Precision Instrument Co. of Croydon, for example, said it expected business to increase in Spain following the exhibition; GEC-Elliott Control Valves Ltd. of Rochester found the response most encouraging because of the interest shown in its 'Fisher' cage guided control valves, diffusers and silencers for noise abatement; Lloyds and Bolsa International Bank Ltd. was pleased to be able to show British companies how they could be helped in Spain and was also pleased to be able to tell Bilbao firms what the bank could do for them.

It was not only exhibitors from Britain who found the event stimulating. The British Chamber of Commerce in Spain, which ran a stand throughout the fair, reported that many new contacts had been made with both Spanish and British businessmen. The Chamber's president, Mr. John Cowl, whose home is in Bilbao, said: 'We are very pleased with the reception we have received here and many inquiries have been made. We have been able to give British firms advice on obtaining agents, patents, salary levels in Spain and other information vital to firms planning to export to or set up their own factories in Spain.' The Chamber has a total of 2,000 members, of whom 250 are in Britain.

The Chamber, which has centres in the four main commercial and industrial areas of Spain—Madrid, Barcelona, Bilbao and Valencia—hopes to play an even more significant role in the vital follow-up to Britec, when the experience and knowledge of the market of the prominent

Spanish and British businessmen serving on its four committees will continue to back up the work of the official services.

Mr. Cowl was one of the local businessmen who was involved in the presentation of the four-day symposium linked with Britec. This symposium consisted of a series of lectures given by exhibitors and by British and Spanish experts on topics related to general problems affecting industrialists in the two countries and also to exhibits on display. More than 1,000 businessmen attended these highly specialised lectures.

The Royal Navy hydrographic survey ship, HMS *Hecla*, was visited by several groups of Spanish businessmen—including several teams of marine instrumentation specialists—while she was docked at Bilbao. Equipment on board which particularly attracted attention included the Hydroplot, the generic name for a series of integrated survey and navigation systems which produce plots, graphs, charts and drawings in Cartesian form from inputs of positional data from any type of navigation aid and other measured or recorded parameters. Representatives from the manufacturing firm, Marconi Space and Defence Systems of Camberley, were on hand to discuss the systems with prospective customers.

Store promotion

Bilbao's largest department store, El Corte Ingles—whose name translated means the English style or cut of cloth—showed a variety of British goods to coincide with Britec 73. The store, which was staging its first ever promotion of British-only goods, but which normally sells a fair amount of British-made goods each year, had purchased additional menswear worth £250,000 for the promotion. El Corte Ingles, Spain's largest department store chain with branches in six other cities, has a buying office in London and the entire organisation imported approximately £900,000 of British consumer goods during 1973.

The best-selling items among the many top-quality goods on show proved to be cashmere coats, cloth and woollen clothing. But glassware, porcelain, men's, women's and children's clothing, shoes, toys and sports goods drew customers along to the store's seventh floor where the display was staged. The centrepiece of the display was an area showing replicas of the crown jewels and Eros's statue in Piccadilly Circus. Nearby, were life-size models of a policeman, Highland soldier and Beefeater.

The display was officially opened by Sir Peter Allen; with him was Lady Allen, who was born in Madrid.

The store held a raffle during the promotion. The prize was a week's trip to Britain for two people offered by Northeast Airways, part of the new British Airways.

Mr. Brian Gordon, British Consul General in Bilbao, who was closely concerned in the exhibition's organisation, commented: 'The high quality of the visitors to Britec was testimony to the great interest in British technology held by Spanish industrialists from all parts of the country. Spanish visitors were particularly impressed with the colourful, orderly and practical lay-out of the exhibition, the first foreign trade show ever to have been staged in Bilbao.

'Britec, the first major British trade manifestation in Spain for almost a decade, was designed to show modern British technological equipment in certain selected fields to Spanish engineers. officials and businessmen', said Mr. Gordon, 'With its healthy economy, rapidly expanding industrial sector (Spain aims to be the 10th industrial power in the world by 1980), and its need to close the technology gap, Spain offers an excellent opportunity to British manufacturers of sophisticated production equipment.'

Atlantic City's packaging show wraps up deals

From Roland S. Willcox, Commercial Dept., British Consulate-General, Philadelphia: Six British firms exhibited at the PMMI Pack Expo '73 in a joint venture sponsored by the British Overseas Trade Board and the Institute of Packaging. This year's Packaging/Converting Machinery Show brought over 14,000 visitors to Atlantic City's Convention Hall, where 336 exhibitors occupied almost a quarter of a million sq. ft. of space. Over 1,500 packaging and packaging-related converting machines, and a wide range of packaging materials said to be worth over 15 million dollars, were on view.

The scope of the show included virtually every type of machine or material used today for consumer and industrial packaging. Of the 1,500 machines shown, some 1,300 were in operation and over 250 are said to be models introduced since the last PMMI show at Chicago in 1972.

Of the wide range of machinery, accessories and materials, to mention but a few on show, with numbers exhibited were: labelling and labels, 61; wrapping and overwrapping, 59; sealing machines, 53; adhesives and adhesive systems, 42; filling and closing, filling (dry, liquid and viscous) products, 131; bag sealing, making, forming bagging, bag filling, opening and closing, 207; shrink and skin packaging, 52; tray making, 27; weighers, scales and check-weighing, 31; blister packaging, 23; injection and blow moulding, 11; form fill and seal machines, 16.

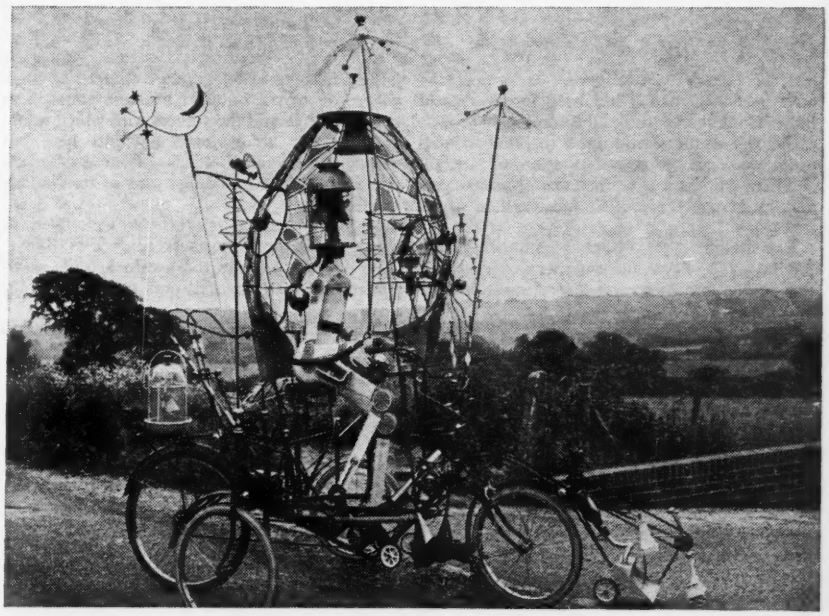
The British firms, showing in a group in a well-placed location in the main hall, enjoyed a constant flow of traffic which averaged over 3,000 new registrants for each day of the exhibition.

C. A. Harnden Ltd. of Hyde, Cheshire, received many inquiries on slitting, winding and other machinery which were attractively illustrated on a mobile stand. Newman Labelling Machines Ltd. of Barnet showed a semi-automatic labelling machine for patch labelling a wide range of container shapes and sizes and an automatic cap-tightening machine which will handle any shape of container and cap without change of parts—which brought immediate orders and over 150 firm inquiries.

C. E. King Ltd. of Chertsey exhibited a fully automatic tablet and capsule counting machine, a self-adhesive labelling machine, their Unicount electronic tablet counting machine and a cotton wool inserting machine. The stand was the scene of constant inquiries which should significantly boost sales in the American market. A. F. Organ (Packaging Machinery) Co. Ltd. of Redditch offered two models of its line of automatic comparative precision counters for components, nuts, bolts, screws and fasteners of all types. These machines had all working surfaces plastic coated for increased wear and noise level reduction.

Kelley Label Machine Co. Ltd. of Southall enjoyed a crowded booth throughout the show with American and overseas visitors demonstrating active interest in a range of label printing machinery. Goring Kerr Ltd. of Windsor received some 200 inquiries about its metal detectors, and 'Scanpack' for the detection and rejection of underfilled small packages which eliminates the need of weighing for inspection.

The PMMI packaging show is one of the premier exhibitions of its kind in the United States and was combined this year with the 3rd Annual National Packaging Week which was co-sponsored by 15 associations: Adhesives Manufacturers Association of America, Aluminium Association, American Iron and Steel Institute, American Paper Institute, Fibre Box Association, Glass Container Manufacturers Association, National Flexible Packaging Association, National Paper Box Association, Package Designers Council, Packaging Education Foundation, Packaging Institute USA, Packaging Machinery Manufacturers Institute, Paperboard Packaging Council, Society of Packaging and Handling Engineers and the Society of the Plastics Industry.



Visitors to Munich's Kaufhof store during the British Shopping Week, November 2-10, could well think themselves suffering from post-Oktoberfest hallucinations when they meet 'Maude,' the latest thing in moon-probes, on show there. Created by the British inventor of the ridiculous, Rowland Emett, this lunacycle is just one of seven of his fantastic machines that Kaufhof will be displaying. Rowland Emett will be attending the Munich display of his works, which are in demand all over the world. The Shopping Week is part of BOTB's South German Trade Drive.

At the Nairobi Show, Kenya, President Kenyatta sees chicks hatching on the stand of Western Incubators in the British Pavilion. Lord Limerick, Parliamentary Under-Secretary of State for Trade, is on the extreme right, with British High Commissioner Sir Anthony Duff next to him. On the left are Mr. Victor Pinto of Ideal Farm, agent for Western Incubators, and Mr. E. Turner, Western Incubator's managing director.

21st anniversary of Nairobi Show: record attendance, buoyant business

From R. M. Adey, Commercial Department, British High Commission, Nairobi: 'This is the fifth year we've taken part in the British Pavilion and quite certainly it's our best show ever.' This comment was typical of remarks being made both among our own exhibitors and by other participants elsewhere in the show. Certainly Nairobi Show, October 2-6, had a lot going for it this year—it is the 10th anniversary of Kenyan independence and the 21st anniversary of the exhibition being held as an annual event on its own permanent (and exceedingly beautiful) showground. So expectations were high, and everybody was trying very hard. But I am sure that the success of the show exceeded the hopes of the organisers, the Agricultural Society of Kenya.

Paid attendance rose by nearly 20 per cent to break the 150,000 barrier for the first time; the complex job of organising arena events, trade stands, livestock entries, catering and so on went smoothly; and after a week of miserable weather (when the exhibition would normally have been held had it not been for the World Bank Conference) the sun shone, the crowds gathered and the showground sparkled with its usual audience of smartly uniformed schoolchildren, colourful tribesmen and tribal dancers and more soberly dressed businessmen of all races.

Expectations were, I hope, high on the British Pavilion, too. From the comment which opens this article and from post-show discussions with exhibitors, all had found the trip rewarding and most had achieved far more success than anticipated. We, in post at Nairobi, were disappointed to find that only 14 firms had agreed to take part in the British Overseas Trade Board supported joint venture; but we are sure that all of these will speak of the buoyant business atmosphere here in Kenya and the success with which useful contacts can be achieved not just here but throughout so-called 'Black Africa' by participation at this, the leading event of its kind on the Continent.

Among our exhibitors this year were five with no previous direct business contact in Kenya. Two of these were in the livestock trade and I understand that they were well satisfied with the contacts made at the show and with prospects of future business. The others, being equipment manufacturers, required agents here. One firm concluded an agency agreement on the spot and a preliminary order of well into five figures resulted; the second had at least four well-known and reputable firms chasing him for the agency; and the last, selling items of high capital value, had a level of inquiries sufficient to allow him to return and pick and choose among those who would be willing to visit Britain and receive the training necessary to provide an efficient service.

To turn to individual stands, the undoubted crowd-puller was, as in previous years, Western Incubators. The attraction of seeing chicks slowly pecking their way out of their now redundant shells was irresistible to the largely unsophisticated audience. Babcock Farms, with its live, sex-linked chicks, also appealed. Nearby was Kentredder doing on-the-spot demonstrations of compact and economical tyre retreading plant. Many serious inquiries were received from fleet operators and private investors. And the stand was considerably enlivened by the presence of the one-man 'fun' hovercraft for which this firm acts as marketing agent. Another exhibit which attracted public attention was that of Gunsons Sortex—the colour and weight sorting machines working on the stand mystified the uninformed but resulted in worthwhile orders.

The theme 'Ten Great Years', chosen by the Agricultural Society of Kenya for this year's anniversary show, inspired a special graphic display within the British Pavilion, arranged by the Central Office of Information in conjunction with the Foreign and Commonwealth Office, describing and illustrating in brief Britain's contribution towards Kenya's development programme over the last decade.

This year's show was a particularly busy one for us in the High Commission because of the various official visitors. Lord Limerick, Parliamentary Under-Secretary of State for Trade, was in Kenya at the time of the show, and paid several visits to our Pavilion. Mr. A. J. Stroud, Deputy Director of Fairs and Promotions Branch, came out to see at first hand how the Pavilion was organised. And then there was a party of six prominent agriculturalists from Ethiopia, Tanzania and Malawi brought to the show at British Government expense to see the British products both on our Pavilion and elsewhere in the showground. Because of these it was particularly gratifying to receive, for the first time since 1969, the cup for the best overseas Government stand at the show.

As always, quantifying the results obtained is a fruitless task. All depends upon the follow-up work undertaken in the next few months. But the signs are that this has been the most successful Nairobi Show ever and we look forward with renewed confidence to an even better effort next year.

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Mixed feelings at Munich's International Fashion Week

From W. R. Jupe, Commercial Section, British Consulate-General, Munich: The Munich International Fashion Week, held October 7-11, attracted 1,530 exhibitors from 22 countries. The exhibition occupied all the halls in the Munich Fair Ground and covered a record area of 77,000 sq. m—10,000 sq. m more than the previous Fashion Week which was held last spring.

The fair authorities claim that every available sq. m within the exhibition halls had been booked by the 1,220 participants displaying there. The remaining exhibitors showed their goods in the main hotels and fashion houses of the city. It is estimated that about 25,000 visitors attended.

Of the 420 foreign exhibitors, the British contingent of 45 firms (a drop of 15 from the spring Fashion Week) again took fourth place behind France, Italy and Austria. Holland, Switzerland and Israel were there in strength and other exhibitors came from as far afield as Pakistan and the USA. Thirty-seven of the British firms participated in a joint venture organised by the British Overseas Trade Board and the Clothing Export Council.

The British joint venture stands in bright eye-catching colours were of a very high standard (one is pictured below). Many of the exhibitors said that in their opinion the stands were the best they had ever exhibited on. There were those, however, who felt some colours were perhaps too bright. The quality of the British exhibits was also high.

In the main the British companies exhibited a spring/summer collection, with varying success. Results indicated that fashionable cotton T-shirts and denims are still strongly in demand, while the popularity of woollen goods is, for the moment, on the decline. Furs, cotton prints, quality dresses and blouses were also successful.

Disappointing trend

However, although many British companies did very satisfactory business and were very happy with the exhibition, there were those who had mixed feelings about the event, finding that attracting buyers to their stands was very difficult indeed and that orders were negligible. Some felt that there was very little traffic through the British stands and that numbers of visitors were down generally. This complaint was echoed by German and other foreign exhibitors, thus indicating the caution with which the German clothing industry is at present conducting business.

There was disappointment among many British exhibitors that the trend of more German buyers visiting British stands, which seemed to be emerging last spring, had apparently gone into reverse, with only a few British exhibitors attracting a significant number of new German buyers. Among the reasons put forward for this was that retailers were overstocked because of last year's mild winter and the consumer's reluctance or inability to part with her money when inflation was outstripping incomes. Nonetheless, buyers from Austria and Switzerland were again busy among the British stands and it is to maintain contact with these buyers that many British companies continue to exhibit at Munich.

It is hoped that the current uncertainties in the German textile and clothing industries will be dispelled before the next Munich fashion week, to be held March 24-28, 1974. Firms interested in participating should contact the Clothing Export Council, Academy House, 26-28 Sackville Street, London W1X 1DA.

British firm wins silver medal at Montreux aerosol show

From British Consulate-General, Geneva: 126 firms and organisations—10 per cent of them British—from Switzerland, Britain, Eire, West Germany, USA, South Africa, Australia, France, Holland, Italy, Portugal, Belgium, Sweden, Czechoslovakia, Norway, Spain, Finland, Kenya, Austria, Greece and Poland, participated in the 6th International Aerosol Exhibition and Congress, Montreux, September 25-28.

The event is held every four years, this year at Montreux's brand-new and attractive Maison des Congrès.

Equipment and supplies on display included aerosol filling lines, laboratory equipment, valves, filling products, resins, propellants, gas propulsers, inside and outside can coating equipment, actuators, aluminium monobloc cans, checkweighing equipment, shrinkwrapping machines, various selections of cans in aluminium tin plate and glass, testing machines, length measuring instruments, sealings and gaskets, plastic parts, roll wrap machines, clinching and necking machines, cordless electronic dispensers for air-conditioning, pumps, decorative metal covers, lacquers and enamel paints, nitrous oxide manufacturing equipment, pressurised barrier dispensers, injection moulded articles, safety caps and printing inks.

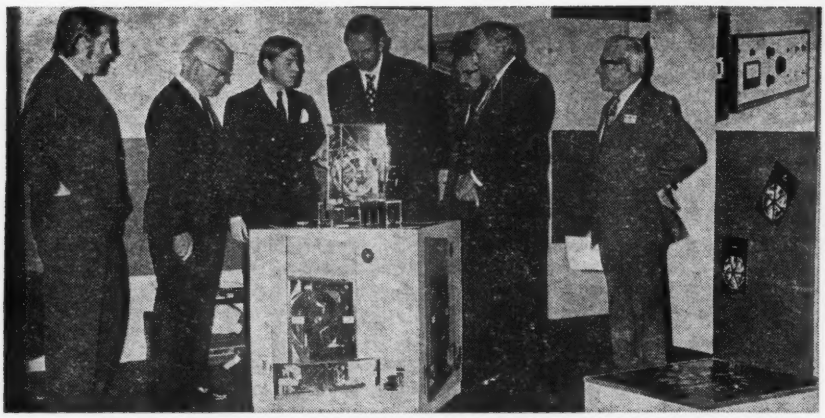
The exhibition was held on four floors: the lower ground floor being given over to machinery, the gallery ground floor and two upper floors to supplies for the aerosol industry as such. One large Swiss packer, Autochemie, on the top floor installed a large-scale working model car racing track alongside his stand, which proved quite a crowd puller.

British firms on the BOTB-BAMA joint venture stand included Aerofill, Aerosols International, Aerosol R & D, Best Inspection, Crown Cork, HMS-Domestic Fillers, ICI, ISC Chemicals, Mardon Pelorex, Metal Box, National Adhesives and Resins and Whitecroft-Scovill. Cope Allmann and Osmond Aerosols had their own stands.

They expressed general satisfaction with the number of serious inquiries they received during the show (130 during the first two days) but some expressed disappointment that the 20-30 aerosol packers known to be producing in Switzerland did not seem to be among inquirers at their stands. Most inquirers came from countries outside Switzerland. Between 6,000 and 8,000 persons visited the exhibition, which was open to the public.

Switzerland is said to be one of Europe's most important aerosol markets (9.1 units per capita consumption in 1972—worth about Sf 58.1 million—which is quite high for a country with a population of only just over 6 million). The world market for aerosols in 1972 was estimated at no less than 5,335 million units (2,823 million in the USA alone).

The Swedish firm Sollentuna (using US, Fort Lauderdale, Florida licences) won this year's Golden Award for the finest new aerosol presentation with a new typewriter cleaning unit incorporating a brush. A British firm, Ambersill, won a Silver Medal for a new wire rope lubricant aerosol. Most of the award winners for new presentations of pharmaceutical, perfume and cosmetics, air freshener, hair spray, personal products, household and technical products insecticides, paints and lacquers, appeared to be German and US firms.



At the South African Food Processing, Packaging and Distribution Exhibition in Johannesburg, Lord Drumalbyn (second from left) and Sir James Bottomley, the British Ambassador (centre) examine equipment on the stand of Van den Bergh Walkinshaw Ltd. in the British section. Others in the picture are: Mr. F. E. Wildman (DTI), Mr. J. van den Bergh, Mr. M. Roberts (Lord Drumalbyn's private secretary), Mr. M. E. Browne (Director of Trade Promotion for South Africa) and Mr. C. J. Land (London Chamber of Commerce and Industry).

Lord Drumalbyn visits British exhibitors during South Africa tour

From J. Roberts, Vice-Consul (Commercial), British Consulate General, Johannesburg: The South African Food Processing, Packaging and Distribution Exhibition was held at Milner Park, Johannesburg, October 1-5. The exhibition, the first of its kind to be held in the Republic, was opened by Mrs M. Lessing, chairman of the National Consumer Union. Running in conjunction with the event was a series of daily seminars, with more than 400 delegates attending from all over the Republic.

Nearly 50 exhibitors participated, 10 of which were British firms sponsored by the London Chamber of Commerce and Industry exhibiting in the very attractive British section under joint venture terms with the British Overseas Trade Board. The British section included an inquiry and information stand manned by Mr. C. J. Land of the London Chamber of Commerce. There were quite a number of prominent British firms and products also on show at stands outside the British joint venture section.

Lord Drumalbyn, Minister without Portfolio at the Department of Trade and Industry, who was on an extended two-week visit to South Africa, and Sir James Bottomley KCMG, Ambassador, visited the show and met all the British exhibitors.

Nine of the British companies were already represented locally and the object of their participation was to promote their products. Two firms were exhibiting overseas under joint venture for the first time. The British stands featured the following products: bakery washing and cleaning equipment; metal detection equipment for use in the food and pharmaceutical industries; filling/weighing machines; check weighing machines; food flavours; self priming pumps; automatic pie-producing machine; moisture measuring instruments; pallet shrink-wrapping machines and colour measuring and chemical analysis equipment.

The quality of the trade inquiries was excellent. One company estimated that 70 per cent of inquiries made were likely to result in orders. Definite orders claimed by the British companies at the exhibition were worth nearly £20,000 and inquiries which will be followed up are expected to result in orders worth approximately £400,000.

The consensus was that the exhibition was most successful and all the British companies considered their participation to have been well worthwhile. Most of them were of the opinion that they would exhibit again in any similar event held in the future. It is expected that the next South African Food Processing, Packaging and Distribution Exhibition will be held in 1975.

Britons show new products at Chicago marine fair

From W. E. Smith, Commercial Department, British Consulate-General, Chicago: The 15th International Marine Trades Exhibit was held at McCormick Place, Chicago, September 20-23. This year's show, said to be the largest presentation of marine products ever arranged, occupied three floors of Chicago's famed Convention Centre—a gross area in excess of 700,000 sq. ft. About 720 manufacturers attended and more than 1,200 boats were on display, together with a vast range of equipment.

The Chicago venue, open to the trade only, affords manufacturers a unique opportunity to introduce new products and this was seized by a cross-section of the British marine trades industry represented by 10 manufacturers which exhibited under the auspices of the Ship and Boat Builders National Federation, supported by the British Overseas Trade Board.

The majority brought with them one or more items new to the United States market and there is no doubt that this fact was responsible for the large amount of interest shown in the British participation. Among new products which attracted attention were a new range of alloy fittings for boat builders, a tiny sports boat, new electronic navigational aids, a kit-form range of do-it-yourself dinghy spars, buoyancy aids and new designs of water-proof clothing.

Orders received on British stands amounted to many hundreds of thousands of dollars and at least three exhibitors claimed new records for orders, while others reported more inquiries than ever before.

For many years, American manufacturers and dealers have depended on domestic sources to supply component parts and accessories and they have expressed a certain reluctance to purchase from overseas suppliers. Even today this reluctance continues but the ice is slowly melting and overseas firms are now finding it easier to introduce their products into the United States.

The Metal Show a fine showcase for UK systems

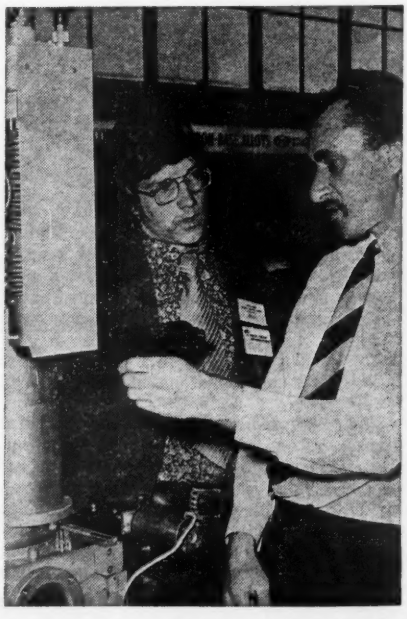
From John W. Eldret, Commercial Dept., British Consulate-General, Chicago: The 55th annual meeting of the American Society of Metals combined with its annual showcase of metal-working technology, The Metal Show, held the first week of October in Chicago, attracted an estimated 10,000 visitors from across the United States and overseas. Four British companies, sponsored by the City of Westminster Chamber of Commerce and supported by the British Overseas Trade Board, took part.

The Metal Show, while small by some standards, is a very specialised event—catering for engineering, research-and-development and metal-testing executives among others—and once again proved to be an excellent showcase for British equipment.

Automatic Systems Laboratories Ltd. of Leighton Buzzard displayed electronic and mechanical scientific instrumentation for investigation of materials properties at high temperatures and received many inquiries from both American and overseas visitors. Personnel on the stand of Image Analysing Computers Ltd. had a busy week demonstrating the company's Quantimet 720 series, the Quantimet 360 cutting and polishing equipment and furnaces.

Torvac Ltd. of Cambridge demonstrated an electron beam welder and had a most successful show. Wickman Tool Sales (Overseas) Ltd., the only machine tool company attending the show, developed several new business contacts and much interest was shown in its static display of formed hot brass components with supporting graphics.

All in all, the show was a success for the British exhibitors, both those within the sponsored joint venture and the two companies exhibiting on the stands of their agents, and all indicated they would return for next year's show being held in Detroit, October 21-24.



A representative of Toryac Ltd. explains its electron beam welding machine to a visitor during Chicago's Metal Show.

At the end of January London is the most important place in the Hardware World

The 20th HTF will be the largest and most comprehensive trade fair of its kind. Over 700 exhibitors, 30% of whom will show goods manufactured outside Britain will occupy the whole Olympia complex. Nearly 40,000 products for home, garden and workshop will be on show, many of them for the first time. Which is why the HTF attracts over 15,000 foreign visitors.

The HTF is an export-orientated fair with outstanding facilities for buyers from overseas. For exhibitors it provides a unique springboard for selling into the Common Market and the UK.

So if your business is hardware, write now for a detailed brochure and free admission tickets (trade enquiries only) to :

Universal Exhibitions Limited
PO Box 43, High Wycombe, Bucks, England
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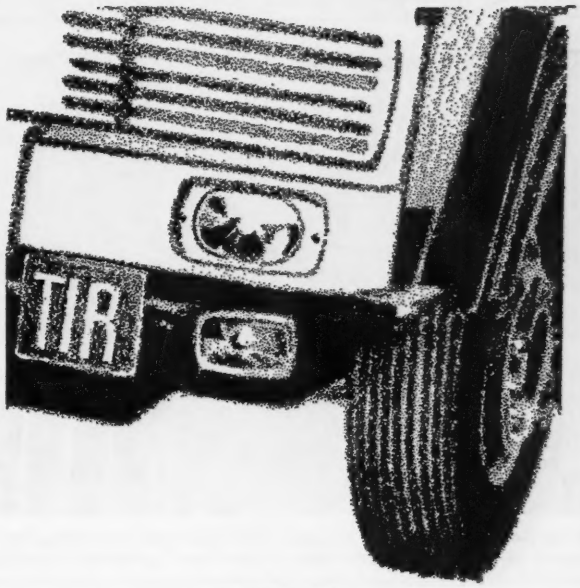
Telex : UE Chamcom London 888941

INTERNATIONAL HARDWARE TRADES FAIR
Jan 28th–Feb 1st, 1974 Olympia London



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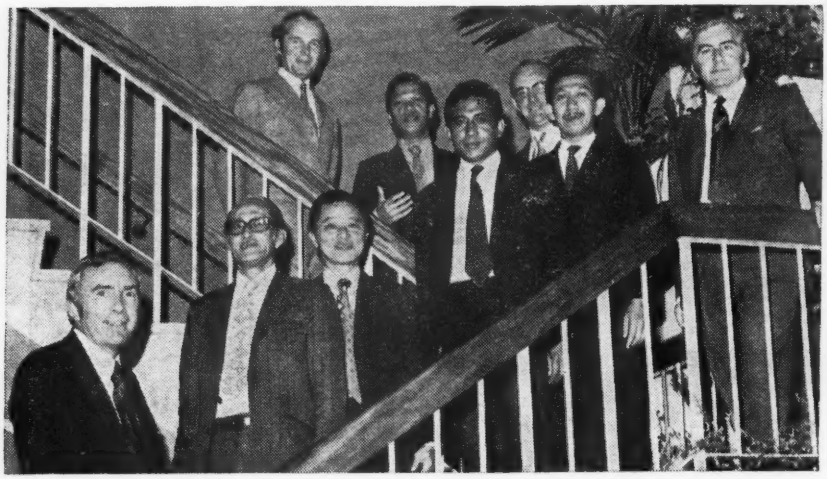


A high-level mission from Malaysia were recent visitors to Racal at Bracknell where they were shown electronic equipment from several Racal companies. Seen here from left to right (front row) Mr. E. T. Harrison, chairman and managing director of the Racal Group; Mr. Tan Sri Samad, secretary-general, Malaysian Ministry of Defence; Col. Peh, military attache in London; Gen. Ghazali; Col. Aboul Rahman. Back row (l to r) Mr. Geoff Bennett, commercial director, Racal-Mobilcal; Mr. Johann; and Mr. O. S. Prenn, deputy managing director, Racal Electronics Ltd.

Consumer goods seem best bet for Gulf tour

PROPOSED itinerary of the City of Westminster Chamber of Commerce's trade mission to Lower Gulf States covers Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai and Muscat. The dates of the British Overseas Trade Board-supported mission are January 25-February 15 next year.

The Chamber, pointing out that there are still a few vacancies on the mission, states that the product sector which appears to offer the main opportunity is consumer goods.

These include food stuffs and confectionery, pharmaceuticals, giftware, cosmetics and toiletries, good quality clothing and shoes, as well as domestic and industrial equipment, building materials and builders' hardware, anti-corrosion paints, compounds and marine coatings.

The Chamber is also sponsoring a BOTB-supported mission to the United States and Puerto Rico. Set for June 1-19 next year, it is designed for exporters of British goods and services, primarily for the consumer market.

Areas worthy of special mention, states the Chamber, are giftware of all kinds, reproduction furniture, pewter, high-class clothing, good quality leatherware, fashion and fine jewellery.

The proposed itinerary is: New York, June 1-8; Atlanta, 8-13; Dallas, 13-15; Peurto Rico, 15-19.

Ontario group offers UK licensees commercial and industrial products

COMMERCIAL and industrial products made in Ontario will be offered for licence manufacture in Britain by members of an Ontario Government trade mission due to arrive in Britain on November 24. The group is sponsored by the Ontario Ministry of Industry and Tourism, Toronto, under its 'Manufacturing Abroad Programme'. This is aimed at helping the province's manufacturers to get into the export market, especially in product areas where shipping costs and other technical factors make direct sales uneconomic.

The mission members, 11 in number, will look for British companies with the production and marketing set-up to undertake licence manufacture of items ranging from automatic screwdrivers, a conveying system, modular school furniture and metering loading equipment, to a pallet rack storage system, a special kind of brick cladding for buildings, packaging machines and solid moulded marble, reconstituted by a special process from the original material and used for baths, sinks and similar applications.

Many of the companies are looking for a licensing association that will allow entry of their products into the larger EEC market. The mission will work from Ontario House during a 5-10 day stay.

Members of the mission

Ontario companies in the mission, with their representatives, are: Advance Automated Equipment Ltd., John D. Harnia, president; Arbeck Industries Ltd., R. G. Roberts, president; Bate Chemical Co. Ltd., Russel B. Smith, president; Cameron McIndoo Ltd., Hart. E. Sernick, export manager; Can-Eng Manufacturing Ltd., W. L. Bamford, president; Cubic Storage Systems (division of Westeel-Rosco Ltd.), H. Nussbaum, divisional manager; Ontario Building Materials Ltd,. Howard J. Markland, marketing manager; Polytherm of Canada Ltd., John D. Begg, president; Frank T. Ross & Sons Ltd., Bernard F. Ross, general manager; Vicstan Ltd., S. C. Peterson, president; A. C. Wild Ltd., Paul Panni, general manager. The mission leader is Richard C. E. Howard, Trade Development Branch, Ministry of Industry and Tourism, Toronto.

Thai officials inspect hydro-electric plant

THE Director-General and Assistant Director-General of the Electricity Generating Authority of Thailand, accompanied by the Economic Counsellor, Contract and Foreign Affairs Administration, and the Chief Operator of a Thailand hydro-electric power plant visited the Rugby works of GEC Machines Ltd. recently for discussions regarding hydro-electric generators for pumped storage schemes.

The visitors were shown round the Mill Road Works and saw in process of manufacture large generators being provided for a pumped storage scheme at present under construction in Australia, in addition to similar equipment destined for New Zealand.

The visit was part of a programme arranged in connection with a Thailand Power Mission to the Midlands, October 3-11.

Spanish buyers are coming to London hardware fair

PARTY of 50 Spanish hardware buyers will be visiting London's 20th International Hardware Trades Fair, Olympia, January 28-February 1 next year.

The visit has been organised by Melia Travel Ltd. and the party will arrive on January 28 and stay until January 31. The buyers will be attending the overseas visitors' reception as the guests of the fair's proprietors, Universal Exhibitions Ltd.

Romania entertains CBI delegation

GROUP of 35 senior industrialists spent a week in Romania in October. The Confederation of British Industry organised the mission at the invitation of the Romanian Chamber of Commerce and the Minister for Foreign Trade.

The group was led by Mr. Ralph Bateman, chairman of Turner & Newall Ltd., and Deputy President of the CBI. The members were from companies specifically nominated by the Romanians and from others which had a special interest in this market. They were drawn in the main from the six sectors in which Romanian industry hopes there may be opportunities for technological and industrial co-operation: machine tools, metallurgy, light engineering, chemicals, agricultural equipment, building materials.

Romania, states CBI, wishes to strengthen its economic links with Western Countries: recently similar delegations from most European countries, USA and Japan had discussions in Bucharest.

It is hoped that the CBI mission will help to increase the two-way trade flow and encourage other British firms to consider industrial co-operation projects now being sought by Romania, a country also open to joint investment ventures both in Romania and third countries. The CBI delegation drew the attention of Romanian industry to British technological achievements.

The mission's programme was arranged by the Romanian Chamber of Commerce with the co-operation of the Ministry of Foreign Trade. During their stay in Bucharest the team met and had talks with Mr. Patan, the Minister for Foreign Trade, and Professor Moldavan, President of the Romanian Chamber of Commerce, as well as with other Government officials and senior representatives of Romania's industrial ministries and manufacturing enterprises.

British brewing: German party drinks it in

SOME of South Germany's most important brewers last week visited Britain to see industrial control and automation equipment being manufactured. They also went to British breweries to see the equipment in day-to-day use. It is hoped that export orders will be won by British firms as a result of this inward trade mission which took place under the auspices of the British Overseas Trade Board.

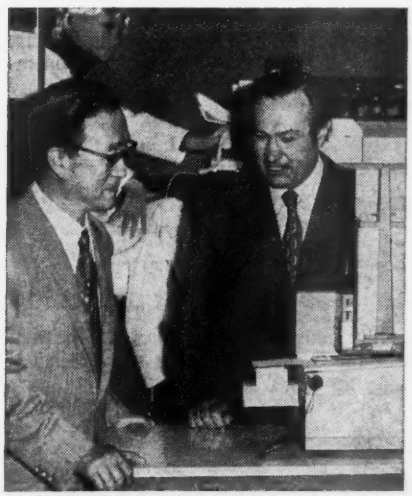
The mission of the South German brewers was part of the current South German Trade Drive being carried out by BOTB. The members of the mission were: Herr Fritsche, deputy manager, Stuttgarter Hofbräu; Herr Gollwitzer, director of Löwenbräu; Herr Heissinger, director of Dinkelacker Wulle AG; Herr Klimm and Herr Schedl, directors, Hacker Pschorrbräu AG; Herr Dr Merk, director, G. Sedlmayr; Herr Uebeleisen, technical director, Bräu-AG.

During their stay, the Germans visited APV International Ltd., Crawley, Sussex; Burnett and Rolfe Ltd., Strood, Kent; C.P. Equipment Ltd., Mitcham, Surrey; Grundy (Teddington) Ltd. and Perrett Control Co. Ltd., Middlesex. They also visited GKN Sankey Ltd, brewery division, in Bilston, Staffs, and Dawson and Barfos Ltd., near Leeds. The breweries included in the tour are at London Bridge, Luton, Halifax and Glasgow.

Trade mission to Moscow secures knitwear sales

INITIAL repeat knitwear orders worth £82,000 have been won in Moscow, it is reported, by Leicester and County Chamber of Commerce's trade mission which recently returned after a week in Russia.

This was the 11th mission from the Chamber to visit Moscow and in 1972 orders worth £580,000 were eventually placed with Leicester knitwear firms by Raznoexport, the Russian buying organisation.



A visitor to the stand of Elliott Business Machines at London's Business Efficiency Exhibition was Kazuo Nakano, president of the Japan Addresstype Sales Co., Elliott's Japanese distributor. He is seen here discussing an Elliott 6000 Automatic Selector addressing machine with Reginald Melhuish, Elliott's chairman and chief executive officer.

As part of a three-month training programme in publicity techniques, a party of overseas government officers recently visited Stanley Tools Ltd., Sheffield. The party held discussions and were shown round factory premises by Mr. Colin Green, public relations manager (left) and were accompanied by Mr. Derek Hine, chief regional officer. Examining company products are (from centre to right) Mr. John Kawamba and Miss Florence Shaba from Malawi and Mr. David Kamara from Sierra Leone.

Merseysiders' Venezuelan venture designed to encourage exporters

THE Merseyside Chamber of Commerce and Industry is planning to organise a 14-day trade mission, designed to stimulate exports, to Venezuela in May next year. The venture, to be supported by the British Overseas Trade Board, is proposed for May.

In a note to exporters and potential exporters, Mr. C. P. Mercier, the Chamber's overseas trade secretary, states: 'Venezuela is a rapidly developing country which is not only one of the biggest Latin American importers but has, per capita, the highest GNP of any Latin American country.

'Through the Government Development Corporation, considerable assistance is given to the establishment of new industries. The customs tariff is very reasonable on imported goods which do not compete with locally-manufactured items'.

Mobile unit tours Europe with latest electronics

THIS month, Fielden Electronics Ltd., Manchester, a member of the George Kent Group, starts an intensive sales drive around Europe with its mobile demonstration unit. The unit is to visit industry in Spain, France, the Netherlands and Belgium, taking a wide range of instrumentation right to the customer.

The unit has recently been completely re-equipped and the instruments to be demonstrated include working displays of solids flowmeters and detectors, data loggers, level controllers and indicator/controllers using capacitance, conductivity, pressure and ultrasonic techniques and a direct digital controller for multipoint temperature control.

Among the many organisations to be visited are a number of textile machinery manufacturers and fibre producers. Some of the instrumentation has been specifically developed for this industrial sector, particularly the Fielden direct digital controller which represents a major step forward in multipoint temperature control—up to 160 heaters can be controlled by the one instrument at a better accuracy and lower cost than conventional equipment.

Another major instrumentation breakthrough being shown is the Fielden solids flowmeter for powdered and granular industrial solids. Prior to its introduction the lack of suitable instrumentation was seriously hindering further plant progress in terms of mechanical hardware simply because there were no instruments available to meter, detect or control the materials being moved.

Fielden expects these instruments to spearhead its European business drive, helped initially by the four-country sales tour.

Dutch nuclear team visits London and Hitchin units

INSPEC (the International Information Service in Physics, Electro-technology, Computer and Control of the Institution of Electrical Engineers) was host to the Netherlands Commission for Provision of Nuclear Information last month when it visited operations in London and Hitchin.

This visit of the seven-man team of the Commission was in connection with the contract signed last February under which INSPEC provides the Dutch physics input as part of the total Dutch input to the International Atomic Energy Authority's International Nuclear Information System (INIS).

In the past eight months during which the contract has operated, INSPEC has provided some 2,500 items of physics information originating in Dutch-published journals and periodicals. The work undertaken by INSPEC involves the selection, descriptive cataloguing, classification and indexing of appropriate articles in these journals to INIS standards, keyboarding of the data and the production of magnetic tape which is dispatched via the Commission's office in Amsterdam to Vienna.

The two-day meeting reviewed progress and discussed new areas of co-operation which includes the possible provision by INSPEC of Selective Dissemination Services (SDI) to physicists in the Netherlands. This SDI service would enable physicists to be alerted only to those items of special interest to them, thus reducing the amount of extraneous reading they face in keeping up to date.

Also discussed was a feasibility study for on-line retrieval operations. This project is particularly relevant in view of INSPEC's recent agreement with Lockheed Missiles and Space Co. in the United States. There, the whole INSPEC data base of some 648,000 items in the disciplines of physics, electro-technology computers and control is now available on-line through teletype terminals throughout the United States.

In addition, through the TYMSHARE data link, the INSPEC data base will also be available in Europe. Discussions between INSPEC and the Commission reviewed ways in which this on-line data base could be made available to Dutch users.

Export control of oil and petroleum products

As announced by Mr. Peter Walker, Secretary of State for Trade and Industry, in Parliament on October 24 (see page 242), exports of crude oil and petroleum products are to be placed on export control immediately. For the initial period exports will be permitted by Open General Licence but from November 12 all exports will be controlled by individual licences.

The Government has acted immediately to ensure that only traditional exports of petroleum products should proceed and that powers can be held in reserve to ensure this until individual licences become operative on November 12.

Accordingly, the Secretary of State has made an Order, the Export of Goods (Control) (Amendment No. 4) Order 1973, making the export of all such goods subject to licence unless the material has been imported for transhipment.

Exporters should apply for export licences for all destinations. In the case of Community destinations exporters should apply for Open Individual Licences which will permit them to export without restriction. In the case of destinations outside the Community, exporters should apply for licences to cover their normal exports in the period November 12 to December 31, 1973. The latter applications should be accompanied by details of exports in the period November and December 1972.

Copies of the Amendment Order will shortly be available from HMSO, 49 High Holborn, London WC1 and branches or by post from HMSO, PO Box 569, London SE1 9NH.

Inquiries and applications for export licences should be addressed to Export Licensing Branch, Department of Trade and Industry, Sanctuary Buildings, 16/20 Great Smith Street, London SW1P 3DB (tel. 01-222 7877 exts. 4234, 4247 or 4249).

The text of the Open General Licence is as follows.

EXPORT LICENCE—PETROLEUM OILS ETC.

Open General Export Licence dated 25 October 1973 granted by the Secretary of State

The Secretary of State, in exercise of powers conferred by Article 5 of the Export of Goods (Control) Order 1970 (a) as amended in particular by the Export of Goods (Control) (Amendment No. 4) Order 1973 (b) and now vested in him (c), hereby grants an Open General Export Licence authorising the exportation from the United Kingdom, other than to a destination in Southern Rhodesia, of petroleum oils and oils obtained from bituminous minerals, referred to in Group 5 of Schedule 1 to the said Order as amended.

This Instrument shall come into operation on October 26, 1973 and shall remain in force up to and including November 11, 1973.

October 25, 1973.

An Under Secretary
Department of Trade and Industry.

(a) S.I. 1970/1288 (1970 III, p. 4270).
(b) S.I. 1973/
(c) S.I. 1970/1537 (1970 III, p. 5293).

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Import Duties (Temporary Exemptions) Orders

THE Treasury has made the following Import Duties (Temporary Exemptions) Orders:

The Import Duties (Temporary Exemptions) (No. 22) Order 1973

This Order provides that certain chemicals and items of steel of a description specified in the schedule shall be temporarily exempt from import duty up to and including December 31, 1973. The Order came into operation on September 25, 1973 and has been published as Statutory Instrument 1973 No. 1615.

The Import Duties (Temporary Exemptions) (No. 23) Order 1973

This Order provides that goods of a description specified in schedule 1 shall be temporarily exempt from import duty, and those listed in schedule 2 shall continue to be exempt from import duty, up to and including December 31, 1973. The Order came into operation on November 1, 1973 and has been published as Statutory Instrument 1973 No. 1670.

Copies of these Orders are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches or by post from HMSO, PO Box 569, London SE1 (prices 3p and 8p respectively or by post 6p and 11p).

Spain and Tunisia—agreement extended

IT has been announced in the Tunisian *Official Journal* that the trade agreement between Spain and Tunisia, signed on April 20, 1961, has been extended for a further year from April 1, 1973.

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CARGO SYSTEM

NOTICE TO IMPORTERS

Annual tariff quota for phosphorus

UNDER Protocol No. 8 of the Act of Accession to the European Economic Community, the United Kingdom is authorised to open an Annual Tariff Quota for Phosphorus (CCT Subheading No. 28.04C IV) of a volume corresponding to United Kingdom needs, but not in excess of 40,000 tons.

It is proposed to open a Nil Duty Quota for 1974 of 36,000 tons. Any producers, consumers or importers that have any comments to make on the size of the quota should inform DTI before November 15, 1973. Communications should be addressed in writing to Room 2524, Millbank Tower (Chemicals and Textiles Division 3, Department of Trade and Industry), Millbank, London SW1.

It is intended that imports under this Tariff Quota should be subject to the 'greyhound' system, by which imports are set against the quota in the order that they are entered with Customs for home use.

For details of this system and how claims for tariff quota treatment should be made, see Customs Notice No. 771 of March 1973, obtainable free from any office of HM Customs and Excise. Any producers, consumers or importers who have any inquiries to make about this proposed system should address them in writing to Room 336, Kingsgate House (Tariff Division, Department of Trade and Industry), Victoria Street, London SW1. Inquiries on the administration of the 'greyhound' system generally should be directed to any office of HM Customs and Excise.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 15.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.33	Ammonium bromide	as in previous column	December 31, 1974	14815
29.06	Quinol	Hydroquinone	December 31, 1974	14812
29.22	2-Ethylhexylamine	as in previous column	December 31, 1974	14737
29.23	3-Dimethylaminobenzoic acid	as in previous column	December 31, 1974	14643

Hints to business men booklets

REVISED editions of booklets on Costa Rica, Ethiopia (including Somalia and the French Territory of the Afars and Issas), the Philippines, South Vietnam, Iran and the United Arab Emirates and Oman have been published in the 'Hints to business men' series.

British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade and Industry, Room D05-09, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146), or to any Regional Office of the Department of Trade and Industry.

Mr. Peter Walker, Secretary of State for Trade and Industry, has returned from a week of trade talks in Hungary and Romania. Before he left London, a reception was held at the Great Britain-East Europe Centre, Kensington, where he met the Ambassadors of the two countries and businessmen and industrialists, including members of the CBI mission just back from Romania. The picture shows Mr. Walker (right) with the Romanian Ambassador, Mr. Pretor Popa.

Import duty on hothouse grapes

THE Department of Trade and Industry is considering an application for the accelerated reduction of the United Kingdom import duty on hothouse grapes which are grown in and imported from the EEC (tariff heading 08.04 AI).

The present United Kingdom rates of duty on hothouse grapes and other grapes, i.e. open field grapes are as follows:

	February 1 to June 30	July 1 to August 31	September 1 to January 31
Hothouse	70p cwt.	20%	20%
Other	70p cwt.	10%	5%

For the purposes of intra-Community trade, it has been proposed that, with effect from January 1, 1974, the United Kingdom import duty on hothouse grapes be brought into line throughout the year with that applicable to the other types of grapes. Thereafter, for the purposes of the progressive elimination of the United Kingdom duties against imports from the Community, the treatment to be accorded to hothouse grapes will be identical to that for the other types of grapes.

Representations are invited from growers of hothouse grapes in this country or agents of Commonwealth growers, who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the total United Kingdom demand for hothouse grapes.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, quoting reference T10522/G/2. Representations should be received by November 15, 1973.

Line of credit for West Germany: industrial plant totalling £2.5m

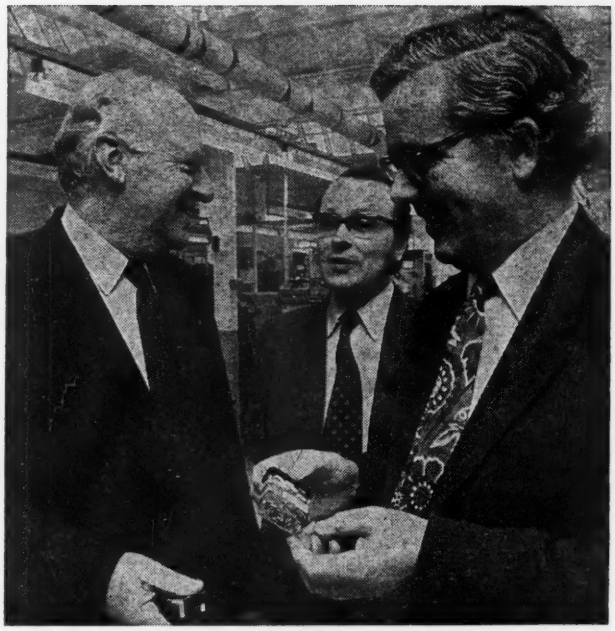
WEST German firms are to buy up to £2.5 million worth of industrial plant and equipment from the UK under a line of credit set up by the National Westminster Bank and Westdeutsche Landesbank Girozentrale. Eligible contracts will receive 80 per cent finance from a £2 million loan provided by the National Westminster and guaranteed by the Export Credit Guarantee Department.

Individual contracts, which must have a value of at least £10,000, will be placed over the next 12 months. Repayment terms for the loan will vary according to the value of individual contracts. For contracts between £10,000 and £25,000 repayment will be over two years, between £25,000 and £50,000 three years, between £50,000 and £100,000 four years and over £100,000 five years.

Exporters interested in the facilities should contact Mr. A. Hardie of ECGD (tel: 01-606 6699 ext. 7369) or Mr. M. L. Preece of National Westminster Bank (tel. 01-606 1080).

European Patent Convention

THE Convention on the Grant of European Patents was signed at the Munich Diplomatic Conference on October 5, 1973 by the United Kingdom, the eight other states of the Common Market, Greece, Liechtenstein, Norway, Sweden and Switzerland. The text, which is in three languages (English, French and German), is expected to be published in Munich near the end of October. Orders for copies should be sent to the Sales Office, Wila Verlag fur Wirtschaftswerburg Wilhelm Lampl, D8000 Munchen 21, Landsberger Str. 191A, Federal Republic of Germany. The price will be DM20 per copy plus postage and packing (DM2.80 for a single copy and on a sliding scale for larger orders). Orders should not be accompanied by cash: customers will be billed subsequently.



Pye Telecommunications, said to be the world's largest exporter of two-way radios, was among Pye factories in Cambridge visited recently by Sir Geoffrey Howe, Minister for Trade and Consumer Affairs. The Minister is examming a Pyecall 4 radio paging module, which enables a bleep to be heard 15 miles from a transmitter. On the left is Mr. Peter M. Threlfall, managing director of the Pye of Cambridge group, and looking on is Mr. R. J. Meadway, the Minister's assistant private secretary.

BRU Export Finance Service

The BRU Export Finance Service provides accurate, up-to-date information on the terms at which exports are insured and financed in the United Kingdom, the United States, Western Germany, France, Italy and Japan.

This service, first introduced last December, by The Banker Research Unit in collaboration with Mr. Richard Fry has proved very successful in meeting the information requirements of both bankers and exporters throughout the world.

The subscription lists are now open again for the new year. for further details please write to or telephone:

THE BANKER RESEARCH UNIT,
Bracken House, 10 Cannon St, London EC4P 4BY.
Tel: 01-248 8000 Ext. 7168.

Yemen Arab Republic: passports

THE Government of the Yemen Arab Republic has indicated that it intends to refuse entry to YAR if the holder's particulars in the passport are not in the Arabic language. Until the position is clarified and future arrangements are determined, British passport holders arriving in Sana'a who experience difficulties on this account should contact the British Embassy there for advice. The address and telephone number of our Embassy in Sana'a is 13 Al Qasr al Jumhuri (PO Box 1287) Sana'a, (tel: 2684/5714).

Note: No entry should be made in a passport by any person who is not empowered by HMG or another Government.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU, for firms in London and the South East of England). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The DTI would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the DTI needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Belgium

FOOD REGULATIONS—POULTRY MEAT, PREPACKED POTATOES: The *Moniteur Belge* of October 4, 1973, published the following:

A decree dated August 29, 1973, which requires the health certificate for imported poultry meat to state that the poultry has been inspected in compliance with EEC Directive 71/118 of February 15, 1971.

A ministerial decision of March 27, 1973, which gives details of the amount of anhydrous sulphur permitted for preserving prepacked potatoes.

The *Moniteur Belge*, October 9, 1973, published a decree dated August 7, 1973, which gives details of the permitted water content of poultry meat.

Copies of the decrees (in French) are available.

EDB ext. 288/466/467

France

DEFINITION OF STANDARDS FOR COSMETICS, ETC.: A supplement to the French *Journal Officiel*, October 20, 1973, sets out the regulations governing the approved methods for laboratory analyses of cosmetics and beauty products including preparations for the hair. Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/288**

Finland

TARIFF AMENDMENTS—FOODSTUFFS: Amendments to the Finnish customs tariff have been made as follows:

Minor amendments have been made to the import tax rates on certain foodstuffs falling within the following BN headings 02.01, 02.06, 04.01/05, 15.01/07, 15.12/13, 19.08 and 23.04.

The Import Duty on lemons (BN 08.11) has been reduced from 6 per cent to 4 per cent.

Certain foodstuffs falling within the following BN headings are now subject to excise taxes in addition to import duties: 04.01, 17.04, 19.01, 19.03, 19.07, 19.08 and 21.07.

British exporters with inquiries about current rates of duty and taxes should specify the products in which they are interested, quoting BN numbers. **EDB ext. 458/461**

Spain

DUTY-FREE IMPORT QUOTA—NEWSPRINT: The Spanish *State Gazette*, October 18, 1973, announced an increase from 80,000 tonnes to 100,000 tonnes in the 1973 duty-free import quota of newsprint, tariff heading 48.01.D.3.c.I.

EDB ext. 462/471/472/473

Portugal

DISCONTINUOUS FANCY YARN—DRAWBACK OF IMPORT DUTY: Portuguese *Diario do Governo* No. 224 published Order 633/73 of September 24, 1973, authorising the import under drawback of discontinuous fancy yarn of regenerated fibres or flax for the manufacture of dyed or printed fabrics intended for export under the same system. Import duty will be refunded according to the weight of yarn incorporated. The percentages to be used in calculating the refund of duties, and all other conditions of application, will be regulated in each case by ministerial order.

EDB ext. 460/461

Turkey

DUTY REDUCTIONS: The Turkish *Official Gazette* and the *Trade and Investment Newsletter* have published the following amendments to the Turkish import regulations.

Customs duty on the following items has been reduced to the levels indicated until December 31, 1974:

BN no.	Item	Amended rate of duty (%)
02.01-02	Meats	1
04.03	Butter	1
04.02.20	Milk powder	1
07.05	Pulses	exempt
10.01-10.07	Cereals	exempt
23.07.00	Vitamins. antibiotics. and preparations of a kind used in animal feeding	1
41.01	Raw hides	1
41.02-03-04-07	Processed hides	1
44.03	Unprocessed timber	1
48.18.00	Note books	1
69.02	Refractory materials	1
73.05	Iron or steel powders; sponge iron or steel	exempt
61.01-02-03-04	All kinds of costume and underwear	15
64.02	Shoes	15
73.18	Uncoated seamless pipes with an inner diameter up to 2.5 inches	1
73.37.20-30	Radiators	20
28.25	Titanium dioxide	10

(continued on next page)

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TURKEY
continued

BN no.	Item	Amended rate of duty (%)
53.01.10	Unprocessed marino wool	1
28.42.14	Sodium carbonate	1
28.17.11-12	Caustic soda	1
76.01	Aluminium	1
78.01	Lead	1
79.01	Zinc	1
80.01	Tin	1
85.24.23	Arc furnace electrodes	1
56.01-02-03-04	Artificial and synthetic discontinuous fibres, fibre in rose, scrap fibre	10
56.05-06	Artificial and synthetic yarns made of scrap fibre	25
56.07	Fabrics made of artificial and synthetic discontinuous fibres	50
91.01	Pocket and wrist watches	5

Polyvinyl chloride and polyethylene. The reduction customs duty on imports has been extended until March 31, 1974. **EDB ext. 420/475**

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Total Assets	251,689,464	" "

as at 30th June 1973
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Luxembourg-Frankfurt: UBAE (Union de Banques Arabes et Europeennes)

Jordan

STRUCTURES FOR INDUSTRY—DUTY FREE: The Jordanian *Official Gazette*, September 10, 1973, announced the following modification to section (b) only of BN heading 73.21. New parts 1 and 2 of subheading (b) termed 'others' have been introduced. The additional subheading provides a nil rate of duty for structures for industry. The amended tariff subheading is as follows:

Tariff no.	Description	Unit	Rate
73.21.b	Others		
	1 Structures for industry	*Ad val*	Exempt
	2 Others	*Ad val*	14%

EDB ext. 420/475

Iran

IMPORT REGISTRATION FEES—EXEMPTIONS: The Iranian authorities have issued a Law of Exemption of certain goods from payment of registration fees, in force until March 20, 1974. The goods affected by exemption of payment of the whole of the import registration fees fall under the following Brussels tariff numbers:

10.05 15.06A, B & E 23.01B 30.03 39.02A1 51.01A1 53.01 53.05B 56.01 73.06 73.07 73.11A2(A)

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

Upper Volta

IMPORT REGULATIONS—STATIONERY: Importation into Upper Volta of certain stationery items (tariff code 48.13, 48.14, 48.15 and 48.18) is now subject to prior authorisation.
EDB ext. 472/473

Zaire

ZAIRIANISATION OF COMMERCE: In *Trade and Industry*, February 1, 1973, it was announced that the Zairian Government had passed a law (73-009) to make the practising of commerce by foreigners in Zaire subject to prior approval. A decree containing amendments has been published. Copies are available.
CRE ext. 3338/5334

Ghana

IMPORT LICENSING CORRECTION—BALLPENS: A notice in *Trade and Industry*, October 4, 1973, page 18, announced the publication of Notice to Importers No. 413—General Guide to Importers—Import Licensing Procedures for the period January 1 to December 31, 1974. The following correction notice—Notice to Importers No. 14—was published in the *Ghana Commercial and Industrial Bulletin*, October 12:

Under Schedule One, eligible commercial items for specific import licences:

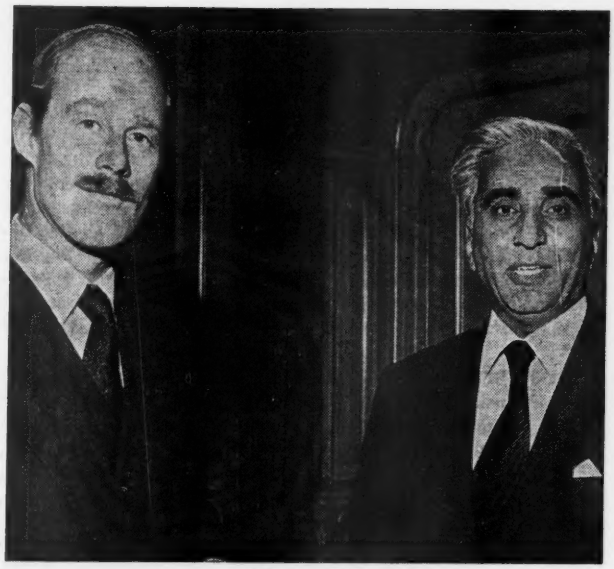
Insert '895-220 Ballpens' between items 894 and 899.

Under Schedule Three, banned items:

Delete '895-210 Ballpens' except retractable pens.
EDB ext. 471/472/473

NEW TARIFF: A wholesale revision of Ghana's tariff has necessitated the publication of the Customs and Excise Tariff 1973 to replace the edition issued in 1966. The major feature is that the range of duties has been narrowed down from 5 to 150 per cent to 20 to 50 per cent. **EDB ext. 471/472/473**

SECOND-HAND VEHICLES: Under the absolute prohibitions section of the Customs and Excise Tariff 1973, the import into Ghana of second-hand vehicles more than two years old is now prohibited. **EDB ext. 471/472/473**



Mr. Amir Jamal, Tanzanian Minister for Commerce and Industry, with Lord Limerick, Parliamentary Under-Secretary of State for Trade. The picture was taken when Lord Limerick entertained Mr. Jamal at Lancaster House, London, recently. The two Ministers had met earlier during Lord Limerick's recent trade visit to East Africa.

Mauritius

ADDITIONAL SPECIFIC CUSTOMS DUTIES ON PRIMARY CELLS: General Notice No. 935 of 1973 published in the *Mauritius Gazette* announces that from September 27 the Minister of Finance has imposed on primary 1.5 volt dry cells of types UM-1 and UM-3, in addition to the duties leviable under tariff no. 85.03.20, the following specific duties:

	Customs duty	
Fiscal duty	General	Preferential
30 cents per dozen or part thereof	90 cents per dozen or part thereof	30 cents per dozen or part thereof

EDB ext. 471/472/473/462

Nigeria

MOTOR SPIRIT AND KEROSENE—DUTY REDUCED: Legal Notice 57 of 1973 published in the Federal Republic of Nigeria *Official Gazette*, October 15, 1973, amends from that date the First Schedule to the Customs Tariff (Consolidation) Decree 1973 as follows:

Tariff no.	Extent of amendment
27.10 (i) B, D (2)	In sub-headings B and D (2), *delete* the rates of duty in the column 'Fiscal Entry' and *substitute* respectively: 'the litre 3.43k'
(ii) C	In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute*: 'the litre 2.2k'

EXPLANATORY NOTE

(This note does not form part of the above Order but is intended to explain its purpose)

This Order has the following effect:

Tariff no.	Description of goods	Effect
27.10 (i) B and D (2)	Motor spirit and Gas oil	It reduces the rate of duty from 4k per litre to 3.43k per litre.
(ii) C	Kerosene	It reduces the rate of duty from 3k per litre to 2.2k per litre.

EDB ext. 471/472/473

South Africa

CUSTOMS TARIFF APPLICATIONS: Customs Tariff Application List 607, published in the South African *Government Gazette*, October 26, 1973, contains applications to the Board of Trade and Industries for increase in duty on:

Fans, blowers and the like, including ventilating fans and draught fans for industrial boilers, (BN 84.11.50 and 84.11.60)

Centrifugal pumps, with casings of cast iron (BN 84.10.99)

Terminals and connectors for electric cable or wire (BN 85.19.65)

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to Commercial Relations and Exports Division 4. **CRE ext. 5274**

Japan

IMPORT LIBERALISATION: On October 16, 1973, the Japanese Cabinet approved the following import liberalisation measures:

BN no.	Description	Liberalisation date
11.07	Malt	October 1, 1974
ex 03.02-2-(2)	Cod, mackerel, sardines, yellowtail, horse-mackerel and sauries, smoked	Provisionally November 1, 1973
ex 08.11-3	Grapefruit, provisionally preserved	Provisionally November 1, 1973
ex 11.01-2	Flour of kaoliang and other grain sorghums	Provisionally November 1, 1973
ex 11.02-2	Groats, meal and other worked forms of kaoliang and other grain sorghums	Provisionally November 1, 1973
ex 14.05-1-(2)	Non-edible seaweed	Provisionally November 1, 1973
ex 14.05-3	Dates, denatured	Provisionally November 1, 1973
ex 20.06-2-(2)	Groundnuts, roasted	Provisionally November 1, 1973

The liberalisation of these items, with the exception of malt, will take place as soon as revisions to the relevant Japanese Ministry of International Trade and Industry Ordinances can be made.

The measures will reduce the number of items on the Japanese import quota list to 30. **EDB 420/475**

Thailand

IMPORT OF BABY FOOD: The Thai Ministry of Public Health has announced that from July 2, 1974, baby food will be a 'controlled' product. Documents giving details of the new requirements for food quality, packaging and labelling are available on loan.

EDB ext. 401/468/469

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Australia

TARIFF BOARD BY-LAW INQUIRY ON GRINDING MACHINES: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether model RTM 260A Berco crankshaft grinding machines (tariff item 84.45.600) should be prescribed or specified for item 19 by-law.

Tariff details of the goods may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch (EDB ext. 401/468/469).

United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Secretary, Tariff Board, King's Avenue, Canberra, ACT 2600, Australia, without delay by air mail. Interested parties should indicate whether, in their evidence at the public hearing, they will be seeking the continuation of the current rate of duty or a change in this rate.

Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the Australian-British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1097/73. **CRE ext. 5318/5319**

TARIFF QUOTAS ON KNITWEAR AND WOVEN SHIRTS: The Australian Minister for Overseas Trade and Secondary Industry has announced the Government's decision to maintain tariff quotas on woven shirts, knitted shirts and knitted outergarments on the understanding that the industry would undertake urgent study and planning with a view to restructuring the industry in such a way that normal tariff protection would be appropriate. The Minister proposes to terminate tariff quotas from the end of February 1974.

Australian importers who are able to demonstrate that they cannot obtain adequate supplies locally may apply for by-law admission under tariff items 60.05.110 and 61.03.510 for knitwear and woven shirts, respectively. **EDB ext. 401/468/469**

TARIFF CHANGES—RESINS OF THE PROPYLENE TYPE: As a result of the Australian Tariff Board inquiry, details are given below of changes made in the customs tariff by tariff proposals No. 16 (1973) which came into effect on October 12, 1973.

ALTERATIONS TO PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1972

Tariff item	Goods	Rate of duty	
		General	Preferential
Omit paragraph 39.02.13, substitute the following paragraph:			
39.02.13	Goods— (a) of the coumarone-indene type; (b) of the cyclopentadiene copolymer type; (c) of the petroleum resin type; (d) of the styrene type; (e) of the vinyl or vinylidene type; or (f) of the ethylene type, not being goods falling within paragraph 39.02.11 or 39.02.12	40%	30%
After paragraph 39.02.15 insert the following paragraph:			
39.02.16	Goods of the propylene type, not being adhesives	30%	30%

These rates of duty will, of course, be reduced by 25 per cent (see *Trade and Industry*, August 23, 1973). From May 19, 1972, resins of the propylene type became subject to special duties based on temporary support values of $A512 per ton for homopolymer natural grades and $A566 per ton for other grades. These special support duties were discontinued on October 7, 1973.

EDB ext. 401/468/469

TARIFF BOARD INQUIRY ON HEADGEAR: The Australian Prime Minister has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of headgear (tariff items 65.01, 65.02, 65.03, 65.04, 65.05, 65.06 and 65.07). This reference is of departmental origin.

Current tariff details of the goods may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch (EDB ext. 401/468/469).

UK trade associations or firms intending to submit evidence to the Tariff Board should advise the Secretary, Tariff Board, Kings Avenue, Canberra, ACT 2600, Australia, without delay by air mail. Interested parties should indicate the goods with which they are concerned and whether, in their evidence at the public hearing, they will be seeking the continuation of the current rates of duty or a change in these rates.

Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1098/73 **CRE ext. 5318/5319**

TARIFF BOARD INQUIRY ON APPAREL: The Australian Prime Minister has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of apparel (tariff items 39.07, 40.13, 42.03.1, 42.03.2, 42.03.3, 42.03.9, excluding belts, 43.03, 43.04,1, 48.21.4, 60.01.1, 60.01.9, 60.02, 60.04.2, 60.04.3, 60.04.5, 60.04.6, 60.05, 61.01, 61.02, 61.03, 61.04, 61.05, 61.06, 61.07, 61.08, 61.10, and 61.11).

Current tariff details of the goods may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch (EDB ext. 401/468/469).

UK trade associations or firms intending to submit evidence to the Tariff Board should advise the Secretary, Tariff Board, Kings Avenue, Canberra, ACT 2600, Australia, without delay by air mail. Interested parties should indicate the goods with which they are concerned and whether, in their evidence at the public hearing, they will be seeking the continuation of the current rates of duty or a change in these rates.

Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1099/73 **CRE ext. 5318/5319**

REVOCATION OF DUMPING DUTIES ON CERTAIN CHEMICALS: The Department of Trade and Industry has been notified by the British High Commission in Canberra that the dumping duties on the following chemicals have been discontinued from October 4, 1973:

Acetylsalicylic acid	tariff item 29.16.1
Ethylene oxide derivatives	29.08.1 and 34.02.1
Phosphoric acid	28.10.9
Sodium tripolyphosphate	28.40.1

Ref. CRE 23536/4 **CRE ext. 5318/5319**

Canada

TARIFF CHANGES: The Canadian Government has introduced the following tariff changes:

Tariff item	Description		British preferential	Most favoured nation	General
RESTORATION OF RATES IN FORCE BEFORE FEBRUARY 20, 1973					
	Animals, living, nop				
501-1	Cattle	per lb	Free	1¼ cts	3 cts
	Meats, fresh, nop				
701-1	Beef and veal	per lb	3 cts	3 cts	8 cts
NEW ITEMS					
10546-1	Preserved ginger for use in Canadian manufactures Expires October 31, 1974		Free	Free	35%
19226-1	Electrical insulating pressboard, not less than 0.040 in. in thickness, for use in the manufacture of electric transformers Expires October 31, 1974		Free	Free	35%

CANADA
continued

Tariff item	Description	British preferential	Most favoured nation	General
32675-1	Glass pendants, unstrung, for use in the manufacture of trimmings for lighting fixtures Expires October 31, 1974	Free	Free	30%
32701-1	Shapes of glass or plastic for use in the manufacture of spectacle and eyeglass lenses Expires October 31, 1974	10%	12½%	22½%
32810-1	Parts, unfinished for use in the manufacture of spectacle and eyeglass frames Expires October 1974	Free	Free	5%
40140-1	Plated steel wire cord, consisting of two or more wires twisted together, for use in the manufacture of pneumatic tyres Expires October 31, 1974	7½%	7½%	25%
43870-1	Ethylene-ethyl acrylate copolymer as described in subheading (a) of heading 93902, for use in the manufacture of radiator baffles used as original equipment in the manufacture of motor vehicles Expires October 31, 1974	Free	Free	20%
44581-1	Rings of copper, with tangs, for use in the manufacture of tang commutators Expires October 31, 1974	Free	Free	37½%
51104-1	Finished grips for use in the manufacture of golf clubs Expires October 31, 1974	Free	Free	30%
56195-1	Yarns, wholly of type 6 nylon, 900 denier, 18 filaments, on spools for use as hair in the manufacture of dolls or toys and, per pound Expires October 31, 1974	Free	Free	35% 20 cts
56320-1	Non-woven polyester fibre mat for use in the manufacture of electrical insulating materials consisting of a polyester film with a non-woven polyester fibre mat laminated to each side Expires October 31, 1974	Free	Free	50%
68405-1	Thread of rubber or rubber compound for use in the manufacture of golf balls Expires October 31, 1974	Free	Free	15%
92934-2	Nickel carbonyl, in liquid form, for use in the manufacture of moulds of nickel Expires October 31, 1974	Free	Free	25%

AMENDMENTS

43440-1 The most-favoured nation rate of duty has been reduced from 10% to 'nil'. Expiry date, June 30, 1975

The descriptions against tariff items 44577-1, 52245-1 and 56265-1 have been amended as follows:

44577-1 Electric generator rotors *and stator* bar assemblies for use in the manufacture of electric steam turbo generator sets rated at not less than 250,000 kilowatts.
Expires June 30, 1974

52245-1 Woven fabrics, *wholly of combed cotton yarns of count finer than 50, composed in part of yarns dyed before weaving*: the foregoing for use in the manufacture of men's and boys' shirts.
Expires February 28, 1975

56265-1 Woven fabrics, wholly *or in part of cotton or of man-made fibres or filaments, with in either the warp or the weft, a singles yarn having not less than 30 turns per inch or a 2-ply yarn having not less than 45 turns per inch in the ply,* not less than 24 in. in width, flesh coloured or plain laundered, for use in the manufacture of adhesive plasters, adhesive dressings and bandages.
Expires June 30, 1974

EDB ext. 455/456/457

Brazil

TARIFF AMENDMENTS: Recent amendments to the Brazilian Customs Tariff affect the import duty and other tariff provisions on goods falling under the following headings:

CRE Commercial Relations and Exports Divisions
Department of Trade and Industry
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877

EDB Export Data Branch, Export Services Division
Department of Trade and Industry
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

04.02	15.11	28.17	28.38	28.40	29.01	29.06	29.09	29.35	29.38
38.19	39.01	39.02	39.03	40.11	48.01	48.04	48.15	51.01	73.15
76.01	79.01	84.37	86.09	87.01	90.07				

EDB ext. 474/476/7312

Jamaica

EXPORT INDUSTRIES ENCOURAGEMENT LAW—FIBREGLASS BOATS: Fibreglass boats have been declared 'approved products' for the purpose of the Export Industries Encouragement Law 1956.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

CRE ext. 3572

Ecuador

IMPORTATION OF SPIRITS: Supreme Decree 1027 of September 5, 1973 amends the Ecuadorean tariff as follows:

Tariff no.	Description	Duty *ad val*	Duty Sucres per KN
22.09.02.01	Of wine (cognac, brandy, etc.)	80%	22.00
22.09.02.02	Of grapes (pisco, etc.)	80%	22.00
22.09.02.03	Of cane (rum, etc.)	80%	22.00
22.09.02.04	Of agaves (tequila, etc.)	80%	22.00
22.09.02.05	Gin	80%	22.00
22.09.02.06	Vodka	80%	22.00
22.09.02.07	Whisky	80%	22.00
22.09.02.99	Other	80%	22.00

The following regulations apply to the importation of these products:

They must be imported in containers with a maximum capacity of 3,785 cc.

A health certificate from the country of origin is required.

From January 1, 1974, proof (from the shippers), that each bottle has on its label the words 'Republica del Ecuador, importado por (name of representing agent)' and a spirits import control stamp, will have to be shown to Ecuadorean consuls before the import documents can be legalised. The spirits import control stamp must be affixed in one of the upper corners of the label and a perforated security seal of the coat of arms of Ecuador, in the middle of it.

From January 1, 1975, bottled alcoholic beverages which do not comply with the above will be regarded as smuggled.

EDB ext. 474/476/7312

Write or phone the Specialists:
A. C. SHAW (EXPORT) SALES CO. LIMITED
127 Cheapside, London EC2V 6DH. Tel. 01-606 9417/8 8567 for by return delivery of
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Export Procedure and Documentation—only 40p post paid.

'Britain seeks a common market in textiles'

—Mr. Christopher Chataway

BRITAIN is seeking a genuine common market in textiles and, said Mr. Christopher Chataway on October 25, a single import regime throughout the EEC.

Mr. Chataway, Minister for Industrial Development, speaking at the Narrow Fabrics Federation annual lunch, continued:

'The Government attaches great importance to equalising as nearly as possible the competitive conditions for textile producers throughout the EEC and to the continuing evolution of a viable Community textile industry. We consider that quotas should not be regarded as a permanent form of protection although it will be essential for us to be able to retain or apply quantitative restrictions selectively to deal with disruptive imports under international rules, which we want to see embodied in a new GATT agreement covering textiles of other fibres as well as cotton.'

Worthwhile gains

He said that although UK entry into the community only took place formally in January, we have been participating in discussions between Member States on textile trade questions for more than a year.

'There is reason to pause and take stock of what has been achieved in this period. I think we can point to worthwhile gains on a number of fronts. Perhaps the most important of these is the progress which has been made in establishing a common Community position in the formal negotiations which opened in Geneva earlier this month about a new multi-fibre textiles agreement in the GATT. A tight time-table has been set for these negotiations and, if this can be adhered to, we will have the new agreement by the end of the year'.

Mr. Chataway explained that the Community's bi-lateral agreements with a number of exporting countries expire this year and in some cases temporary arrangements are being made to extend them whilst the GATT negotiations are being completed, the outcome assessed and the principles which have emerged applied to new arrangements between the Community and its trading partners.

Regarding Britain's obligation from the beginning of next year to align with the EEC system of generalised preferences for developing countries, including preferences on textile products Mr. Chataway said he appreciated that acceptance of the principle in addition to the high level of imports which we already accept in the man-made fibre sector presents very real difficulties.

'We have made it clear to the other Member States and to the European Commission' he said 'that these difficulties, and those arising from alignment with the EEC system of bi-lateral arrangements, can only be mitigated if we see a positive commitment by the community as a whole to achieving a genuine common market in textiles including free circulation within the community of goods imported from third countries'.

Shortages

He said that there was no quick and easy answer to the shortage and price of raw materials affecting the industry.

'The long-term solution lies with the producers of natural fibres—mainly outside Europe—and in bringing man-made fibre production capacity better into line with demand. The fibre manufacturers are tackling the problem both here and in the EEC as a whole and I hope that we shall soon see a stabilisation of world demand and prices for commodities.'

EEC information—Inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:

HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE Tel: 01-626 1515

		Ext.
Community Transit	European Communities Division—Unit 1	2561/2565
	General inquiries	
	traders A-F	2263
	traders G-N	2561
	traders O-Z	2263
European Communities—general inquiries	European Communities Division—Unit 3	3055
EEC Free Trade Agreements with EFTA countries	International Division —Unit 2	2385/2165
EEC Mediterranean agreements, Anglo-Danish free trade arrangements	International Division —Unit 3	2165
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Division —Unit 3	2504
Compensatory levies	Import Duties— Section 8	2375/2343 2143/2174
Copies of articles on customs preferences, public notices and customs forms on EEC matters	General Services Division—Unit 4	3079/2069

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482) 408/. Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General. Regulation (EEC) 2752/73 amending Regulations (EEC) 2637/70 in respect of the period of validity of advance fixing certificates for certain agricultural products, exported in the form of goods not covered by Annex II to the Treaty. (*Official Journal* L284, October 11, 1973).

Processed agricultural products. Regulation (EEC) 2714/73 determining the amounts of the variable components and compensatory amounts, and the additional duties applicable, during the fourth quarter of 1973 to the goods covered by Regulation (EEC) 1059/69. (*Official Journal* L281, October 8, 1973)

Regulation (EEC) 2790/73 on the prohibition of the export to third countries of certain goods of Italian origin falling within Regulation (EEC) 1059/69. (*Official Journal* L286, October 13, 1973)

Milk and milk products. Regulation (EEC) 2786/73 amending the special provisions contained in Regulations (EEC) 1324/68 and 1611/68 in respect of export of certain cheeses. (*Official Journal* L286, October 13, 1973)

Wines. Regulation (EEC) 2805/73 determining a list of white quality wines, produced in specified regions and of imported white quality wines containing a certain percentage of sulphur dioxide

and laying down certain transitional provisions relating to the percentage of sulphur dioxide in wines produced before October 1, 1973. (*Official Journal* L289, October 16, 1973)

Cereals and rice. Regulation (EEC) 2823/73 laying down detailed rules for the application of export levies in the event of the rice market being disturbed and amending Regulation (EEC) 2637/70. (*Official Journal* L291, October 18, 1973)

Corrigendum to Regulation (EEC) 2182/73, published in the *Official Journal* L222, August 10, 1973, laying down detailed rules for the application of export levies in the event of the cereals market being disturbed and amending Regulation (EEC) 2637/70. (*Official Journal* L 289, October 16, 1973)

Regulation (EEC) 2755/73 on the calculation of the production refund on maize groats and meal used in the manufacture of glucose in Denmark. (*Official Journal* L284, October 11, 1973)

Cattle, beef and veal. Regulation (EEC) 2753/73 amending Regulation (EEC) 2810/71 on special import terms for certain frozen beef and veal. (*Official Journal* L284, October 11, 1973)

Decision 73/311/EEC authorising Italy not to apply the premium system for the conversion of dairy cow herds to meat production and to grant the development premium for the specialised raising of cattle for meat production. (*Official Journal* L286, October 13, 1973)

TARIFF QUOTAS—HANDICRAFT PRODUCTS: The issues of *Trade and Industry* dated February 8 and March 1, 1973, contained details of the tariff quota for 1973 for handicraft products set up by Regulation (EEC) 2733/72 and of its allocation between the original member states of the EEC.

The *Official Journal of the European Communities* L291, October 18, 1973, contains the text of Regulation (EEC) 2816/73 extending the application of Regulation (EEC) 2733/72 to Uruguay and to certain additional items which fall within the Common Customs Tariff Nos. 44.27, 61.01, 61.02, 62,01, 62.02, 65,05, 74.18 and 83.07.

CUSTOMS REGULATIONS: The *Official Journal of the European Communities* L289, October 16, 1973, contains the text of a Corrigendum to Regulation (EEC) 1461/73 on the use of loading lists as the descriptive part of Community transit declaration. (*Official Journal* L145, June 2, 1973).

IMPORTS FROM NON-MEMBER STATES: The *Official Journal of the European Communities* L201, October 18, 1973, contains the text of Decision 73/319/EEC authorising Belgium, Luxembourg and the Netherlands not to apply Community treatment to radio receivers (including car radios and radio recorders), colour television sets and portable black and white television sets falling within subheading 85.15 A ex III of the Common Customs Tariff, originating in Japan and put into free circulation in Germany.

EEC/MAURITIUS: The *Official Journal of the European Communities* L290. October 17, 1973 contains the text of Regulation (EEC) 2810/73 on the implementation of Decision 46/73 of the EEC-AAMS Association Council derogating from the definition of the concept of originating products for the years 1973 and 1974 in order to take account of the special situation of Mauritius with regard to certain textile products.

EEC Information Unit

The DTI's EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of entry into the EEC and by guiding them where necessary to more specialised information sources. New customers are always welcome, particularly firms new to EEC questions.

The Unit's address is: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 ext. 3591 for publications; extensions 5377, 5479, 5480 or 3579 for questions on EEC matters.

TRANSPORT IN THE EEC: The *Official Journal of the European Communities* L291, October 18, 1973 contains the text of Decision, 73/318/EEC in connection with social legislation relating to road transport refusing approval of the use of the Swiss individual control book.

Further information: The Department of the Environment, 2 Marsham Street, London SW1P 3EB (tel. 01-212 3434).

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973, contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulations reimposing the Common Customs Tariff Duties on certain of these products have been published in the *Official Journal of the European Communities*.

CCT no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Regulation (EEC) 2788/73				
53.07	Yarn of combed sheep's or lamb's wool (worsted yarn), not put up for retail sale.	Brazil	October 16, 1973	2766/72
Regulation (EEC) 2789/73				
90.09	Image projectors (other than cinematographic projectors); photographic (except cinematographic) enlargers and reducers	Developing countries	October 16, 1973	2762/72
			(*Official Journal* L286, October 13, 1973)	
Regulation (EEC) 2824/73				
25.23	Portland cement, ciment fondu, slag cement, supersulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker	Yugoslavia	October 21, 1973	2762/72
Regulation (EEC) 2825/73				
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticized or not (for example collodions, celluloid); vulcanised fibre: B. Other I. Regenerated cellulose.	Yugoslavia	October 21, 1973	2762/72
			(*Official Journal* L291, October 18, 1973)	

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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1971	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,129	2,087	series in £ million				series in £ million		
1968	95	97	97	87	87	439	269	85	60	−284	−659	375
1969	97	98	98	93	92	416	320	42	13	445	−143	588
1970	99	100	100	100	100	257	175	68	−38	692	−9	701
1971	100	103	101	92	101	19	−218	52	21	1,061	285	776
1972	102	109	102	83	111	−412	−498	28	22	83	−685	768
1971 1st qtr	98	100	100	96	97	114	10	14	−22	145	−52	197
2nd qtr	100	102	101	94	102	−103	−113	26	7	288	105	183
3rd qtr	101	103	101	92	105	−18	67	9	15	380	172	208
4th qtr	101	105	101	88	102	—	−47	3	21	248	60	188
1972 1st qtr	100	106	103	88	105	−136	−156	15	−9	73	−119	192
2nd qtr	102	108	102	84	110	−104	−145	−12	40	126	−50	176
3rd qtr	102	109	101	81	110	−87	−125	4	−8	−105	−284	179
4th qtr	104	111	102	81	118	−85	−72	22	−1	−11	−232	221
1973 1st qtr	108	114	109	87	123	248	168	18	52	−183	−363	180
2nd qtr	107	112	102	85	106	194	85	−14	152	−198 p	−396 p	198 p
% change latest 2 quarters:												
on prev. 2 quarters	+3.7	+2.7	+4.0	+6.8	+1.3							
on a year earlier	+5.9	+5.6	+3.3	+0.8	+7.4							

	Index of Industrial production		Personal expenditure		Prices and costs					Labour			Trade‖	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
			at 1966 prices	monthly averages	Index‡	% increase on a year earlier				mid-month count	% of total employees	mid-month count	at current prices	
Base of index	1970	1970	1966		Jan 16, 1962		1970	1970	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	99.9	99.6	102.4	82.3	131.8	5.4	95.0	93.4	71.2	531	2.3	200	165	165
1970	100.0	100.0	103.6	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186	184	181
1971	100.5	99.7	103.8	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	205	195
1972	102.2	101.6	110.0	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	213	225
1971 3rd qtr	100.6	99.4	104.4	116	155.3	10.1	105.6	110.3	89.6	772	3.4	119	214	194
4th qtr	100.4	99.0	105.9	132	157.3	9.2	104.8	110.8	92.7	832	3.7	118	210	200
1972 1st qtr	98.0	98.4	106.3	124	159.7	8.0	105.6	112.1	95.9	870	3.8	124	204	211
2nd qtr	102.7	101.3	108.5	147	162.7	8.2	106.1	113.5	98.1	835	3.7	135	216	216
3rd qtr	102.4	101.6	111.8	139	165.4	6.5	109.4	115.6	102.2	809	3.6	148	192	215
4th qtr	105.7	105.3	113.7	144	169.4	7.7	115.6	118.0	107.8	754	3.3	176	242	253
1973 1st qtr	109.8	109.8	117.1	150	172.4	8.0	126.0	119.5	108.8	665	2.9	229	246	275
2nd qtr	110.3	110.4	112.4	134	177.9	9.3	133.4	120.1	112.6	602	2.6	292	263	294
3rd qtr				141			149.9 p	124.0 p	118.4	563	2.5	332	285	329
1972 Dec	106.1	105.8	115.2	139	170.2	7.7	118.7	118.5	108.4	727	3.2	188	239	261
													235	255
1973 Jan	107.9	106.9	114.2	147	171.3	7.7	122.7	119.0	108.4	703	3.1	201		
Feb	110.3	110.7	117.1	153	172.4	7.9	126.0	119.6	108.9	660	2.9	238	243	261
Mar	111.2	111.8	119.4	149	173.4	8.2	129.4	120.0	109.5	630	2.8	254	252	269
													243	295
Apr	109.7	109.5	111.1	137	176.7	9.2	130.5	118.8•	112.3	617	2.7	275		
May	110.1	109.4	110.7	132	178.0	9.5	132.4	120.1	113.2	599	2.6	296	267	274
June	111.0	112.2	114.8	133	178.9	9.3	137.2	121.3	115.6	590	2.6	307	252	306
													271	303
July	111.1	111.4	115.9	145	179.7	9.4	145.1	122.7	115.9	578	2.5	325		
Aug	111.3	111.2	116.0	151	180.2	8.9	152.2 p	123.9 p	119.5	565	2.5	327	275	314
Sept				127	181.8	9.3	152.5 p	125.3 p	119.7	545	2.4	345	284	332
Oct										515 p	2.3	362 p	279 p	341 p
% change latest 3 months:														
on prev. 3 months	+0.7	+1.2	+1.6	+5.5	+1.5		+12.4	+3.3	+4.1	−8.0		+11.5	+8.7	+11.8
on a year earlier	..	..	+3.8	+1.3	+9.2		+37.1	+8.7	+14.4	−32.3		+125.0	+48.5	+53.1

(‡) Not seasonally adjusted. (‖) On a balance of payments basis. • After April, affected by changes due to VAT.

Index of retail prices for September

THE index of retail prices for all items for September 18, 1973 was 181.8 (January 16, 1962 = 100). This represents an increase of 0.9 per cent on August (180.2) and of 9.3 per cent on September 1972 (166.4).

The index for all items excluding food in September 1973 was 176.6—an increase of 0.5 per cent (0.9 points) on August.

The index for food in September was 198.5—an increase of 2.1 per cent (4.1 points) on August.

The rise in the all items index in September was due to higher prices for clothing and footwear, eggs, meat, bacon, chickens, cars and some other goods and services.

The movements for the main groups of the index are shown in Table 2.

TABLE 1.

	All items		All items except seasonal food			
				Percentage change over		
	Index January 16, 1962 = 100	Percentage change over previous 12 months	Index January 16, 1962 = 100	1 month	6 months	6 months at an annual rate*
1973						
April	176.7	+9.2	174.6	+1.6	+3.5	+ 7.1
May	178.0	+9.5	175.5	+0.5	+3.8	+ 7.7
June	178.9	+9.3	176.7	+0.7	+4.1	+ 8.4
July	179.7	+9.4	177.8	+0.6	+4.1	+ 8.4
August	180.2	+8.9	179.0	+0.7	+4.4	+ 9.1
September	181.8	+9.3	180.4	+0.8	+4.9	+10.1

* Calculated at a compound rate.

TABLE 2. GENERAL INDEX OF RETAIL PRICES

	Indices (January 16, 1962 = 100)		Percentage change August 21 to September 18
	August 21, 1973	September 18, 1973	
All items	180.2	181.8	+0.9
All items excluding food	175.7	176.6	+0.5
Food	194.4	198.5	+2.1
Seasonal food	210.5	218.9	+4.0
Other food	191.7	194.9	+1.7
Alcoholic drink	164.4	164.3	−0.1
Tobacco	141.0	141.0	NIL
Housing	214.0	214.4	+0.2
Fuel and light	175.3	175.3	NIL
Durable household goods	150.5	151.2	+0.5
Clothing and footwear	157.3	159.3	+1.3
Transport and vehicles	166.4	167.8	+0.8
Miscellaneous goods	173.2	172.4	−0.5
Services	205.6	208.4	+1.4
Meals out	216.9	218.1	+0.6

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

TOURISM

Foreign arrivals in the United Kingdom during August

ABOUT 796,000 foreign visitors, including all travellers from EEC countries, arrived in the United Kingdom in August, 9 per cent more than in August last year, according to figures issued jointly by the Department of Trade and Industry and the British Tourist Authority. (The figures exclude visitors from the Irish Republic and Commonwealth citizens.)

Total arrivals during the first eight months of 1973 were 4,467,000, nearly 10 per cent more than in the corresponding period of 1972.

EEC countries

Arrivals from EEC countries (excluding the Irish Republic) in August totalled 408,000, 14 per cent up on August 1972. Arrivals from Belgium and Luxembourg continue to increase strongly, and were 25 per cent higher for the first eight months of this year than in 1972.

Other foreign countries

Total foreign visitor arrivals from non-EEC countries at 387,000 in August were 4 per cent up on 1972. The decline in the number of visitors arriving from the United States continued in August with an 8 per cent fall compared with August 1972. Visitor arrivals from the United States in each of the last three months have been lower than last year and the total for 1973 so far is 2 per cent lower than in the corresponding period of 1972. Arrivals from non-EEC countries in Western Europe in the first eight months were 16 per cent up on the same period last year.

Seasonally adjusted figures

Seasonally adjusted total arrivals from EEC countries, and total foreign visitor arrivals from non-EEC countries for the first eight months of 1973 show increases of 12 per cent and 8 per cent respectively. The series for the USA has fallen markedly in recent months.

FOREIGN ARRIVALS

Thousands per month

	Total arrivals from EEC countries (excluding Irish Republic)		Foreign visitors from non-EEC countries							
			Rest of Western Europe (non-EEC)		United States		Other foreign countries		Total non-EEC countries	
1967	126		30		70		23		123	
1968	144		34		73		29		136	
1969	174		40		95		35		170	
1970	199		47		117		41		205	
1971	214		53		129		46		228	
1972	232		59		134		51		244	
	UA	SA	UA	SA	UA	SA	UA	SA	UA	SA
1972										
Jan.	124	240	32	60	56	141	31	51	119	252
Feb.	105	224	30	56	46	136	25	50	101	242
Mar.	240	254	51	64	84	153	34	52	169	269
Apr.	234	253	50	64	114	144	41	51	205	259
May	253	216	54	54	166	139	49	47	269	240
June	254	215	77	54	213	120	61	50	351	224
July	472	212	126	53	242	107	86	49	454	209
Aug.	358	202	72	51	213	104	86	51	371	206
Sept.	244	228	61	58	199	135	72	51	332	244
Oct.	195	248	59	62	129	144	51	51	239	257
Nov.	137	236	43	59	79	148	33	52	155	259
Dec.	169	257	45	65	71	141	41	56	157	261
1973										
Jan.	139	269	35	66	60	144	34	52	129	262
Feb.	132	282	36	65	51	148	29	57	116	270
Mar.	170	266	44	78	88	155	46	69	178	302
Apr.	334	265	78	77	129	161	49	61	256	299
May	266	225	66	56	167	142	61	59	284	257
June	299	253	88	59	196	111	73	61	357	231
July	535	243	142	60	228	100	106	62	476	222
August	408	235	89	61	197	95	101	60	387	216
Jan-Aug.										
1972	2,040	1,816	492	456	1,134	1,044	414	401	2,039	1,901
1973	2,283	2,038	569	522	1,116	1,056	500	481	2,185	2,059

Total arrivals – all persons admitted, including long stay and short stay visitors from EEC countries

Foreign visitors – all persons entering for visits of under one year from non-EEC countries, excluding Commonwealth countries.

UA = unadjusted. SA = seasonally adjusted. Source: Home Office

Motor vehicle production in September

Summary

THE rate of production of motor vehicles was again at a rather low level in September after some evidence of recovery in earlier months. An increased incidence of industrial disputes was the main factor in the decline. Total *recorded* output of cars in the five weeks ended September 29 at 134,200 was 24 per cent lower than the same period of 1972 but production of commercial vehicles at 38,800 was 7 per cent higher. For the third quarter as a whole total production of 352,400 cars and 90,100 commercial vehicles were respectively 11 per cent lower and 12 per cent higher than a year earlier.

In seasonally adjusted terms, output of motor vehicles in the third quarter still showed moderate growth compared with the depressed second quarter of this year, with exports, particularly of commercial vehicles, contributing to the recovery.

(The comments which follow relate, unless otherwise stated, to the position based on the seasonally adjusted figures in Table 2. These have been revised following a re-analysis of the seasonal patterns of home and export production based on data up to September 1973 by means of the seasonal adjustment programme Census Method X-11.)

Cars

Output of cars in September declined sharply from the fairly high levels to which it had recovered in July and August. The decrease to 126,000 in that month was mainly the result of increased losses to production from industrial disputes. Output for the third quarter, however, which averaged 148,000 cars a month, was 6 per cent higher than in the second quarter when output was more seriously affected by strikes. The partial recovery between the second and third quarters of this year was reflected in both home and export deliveries, which expanded by 7 and 5 per cent respectively.

Output during the first three quarters of this year was 8 per cent lower than in the corresponding period last year. Production for the home market, which decreased by 10 per cent, was responsible for

TABLE 1. RECORDED PRODUCTION

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	663,740	1,652,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52								
1972 1st quarter	13	312,399	167,804	480,203	36,939	63,793	31,477	95,270	7,328
2nd quarter	13	346,472	167,594	514,066	39,544	71,914	39,573	111,487	8,576
3rd quarter	13	277,386	118,992	396,378	30,491	53,114	27,161	80,275	6,175
4th quarter	13	371,624	159,040	530,664	40,820	83,828	37,259	121,087	9,314
1973 1st quarter	13	320,052	159,636	479,688	36,899	69,954	36,346	106,300	8,177
2nd quarter	13	290,253	156,565	446,818	34,371	69,399	39,980	109,379	8,414
3rd quarter	13	229,505	122,937	352,442	27,111	53,998	38,131	90,129	6,933
4th quarter	13								
1972 January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
February	4	83,678	47,851	131,529	32,882	17,052	8,324	25,376	6,344
March	5	136,067	72,052	208,119	41,624	25,198	13,814	39,012	7,802
April	4	92,248	52,839	145,087	36,272	20,258	11,469	31,727	7,932
May	4	116,373	55,935	172,308	43,077	24,726	13,843	38,569	9,642
June	5	137,851	58,820	196,671	39,334	26,930	14,261	41,191	8,238
July	4	70,488	31,412	101,900	25,475	14,628	7,364	21,992	5,498
August	4	85,880	32,751	118,631	29,658	15,019	6,873	21,892	5,473
September	5	121,018	54,829	175,847	35,169	23,467	12,924	36,391	7,278
October	4	117,734	50,786	168,520	42,130	25,617	11,029	36,646	9,162
November	4	125,118	49,527	174,645	43,661	28,866	12,194	41,060	10,265
December	5	128,772	58,727	187,499	37,500	29,345	14,036	43,381	8,676
1973 January	5	135,970	62,089	198,059	39,612	28,419	12,597	41,016	8,203
February	4	89,426	48,590	138,016	34,504	21,401	12,054	33,455	8,364
March	4	94,656	48,957	143,613	35,903	20,134	11,695	31,829	7,957
April	4	80,647	45,620	126,267	31,567	18,957	11,278	30,235	7,559
May	5	111,333	62,307	173,640	34,728	26,613	13,684	40,297	8,059
June	4	98,273	48,638	146,911	36,728	23,829	15,018	38,847	9,712
July	4	66,106	33,488	99,594	24,899	16,054	12,041	28,095	7,024
Augst	4	76,537	42,100	118,637	29,659	14,437	8,754	23,191	5,793
September	5	86,862	47,349	134,211	26,842	23,607	15,236	38,843	7,769
October	4								
November	4								
December	5								

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most of this fall; export production was only slightly (3 per cent) lower.

Commercial vehicles

Production of commercial vehicles in September, which totalled 36,700 vehicles, showed some recovery from the fall in August but has not regained the levels attained in July and June. Production in the third quarter of this year averaged 38,000 per month. This was 11 per cent higher than in the preceding three months, mainly due to a 20 per cent increase in export production. Compared with the first three quarters of 1972, production this year has shown some recovery towards the higher levels of export of the years 1969-71. The total increase compared with January-September 1972 was 7 per cent with growth in the home market of 2 per cent and in export markets of 17 per cent.

TABLE 2. PRODUCTION—SEASONALLY ADJUSTED

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influence (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGES — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1966	82	52	134	21.7	14.8	36.6
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	14.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973						
1972 1st quarter	97	50	147	20.4	10.2	30.7
2nd quarter	108	52	160	22.6	12.1	34.7
3rd quarter	115	49	164	22.6	11.0	33.6
4th quarter	116	53	170	25.2	11.9	37.1
1973 1st quarter	99	47	146	22.3	12.0	34.3
2nd quarter	91	49	139	21.8	12.2	34.1
3rd quarter	98	51	148	23.1	14.7	38.0
4th quarter						
1972 January	93	49	142	21.8	10.7	32.4
February	85	44	129	17.9	8.4	26.3
March	112	57	169	21.8	11.6	33.4
April	96	51	146	21.7	11.6	33.3
May	114	55	169	23.6	13.1	36.7
June	113	52	165	22.4	11.6	34.0
July	116	51	167	22.7	10.6	33.4
August	115	43	159	22.4	10.5	33.0
September	114	52	166	22.7	11.7	34.4
October	118	53	171	24.3	11.6	35.9
November	120	52	172	22.6	12.1	38.7
December	111	55	166	24.8	11.9	36.8
1973 January	111	50	161	23.0	11.9	34.9
February	92	44	136	22.6	12.3	34.9
March	95	47	142	21.3	11.8	33.1
April	86	44	130	20.9	11.5	32.4
May	90	50	140	20.8	10.5	31.3
June	97	52	149	23.8	14.6	38.4
July	108	54	162	24.7	16.8	41.5
August	103	54	158	21.6	13.6	35.2
September	82	45	126	23.1	13.6	36.7
Average of:						
April-July 1973	91	49	139	21.8	12.2	34.1
July-Sept. 1973	98	51	148	23.1	14.7	38.0
Percentage change	+7	+5	+6	+6	+20	+11

Forecasting methods

METHODS of forecasting population, economic and education changes, as a guide to formulating government policy, are described in a booklet published on October 22 ('Forecasting Methods', Civil Service College Occasional Paper No. 18, HMSO, 30p).

Written by Paul Newbold, lecturer in econometrics at the University of Nottingham, the booklet illustrates the various methods of forecasting which are common to different areas of work, and discusses their limitations as means 'to narrow the area of uncertainty in the policy-making process'.

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PQ 339.7 Food and drink processing machinery and packaging and bottling machinery for second quarter 1973
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PQ 369.4 Electric lamps, electric light fittings, wiring accessories etc. for second quarter 1973
PQ 390 Engineers' small tools and gauges for first quarter 1973
PQ 393 Bolts, nuts, screws, rivets etc. for fourth quarter 1972 and first quarter 1973
PQ 421 Narrow fabrics for second quarter 1973
PQ 463 Glass for first quarter 1973
PQ 482.1 Cardboard boxes, cartons and fibreboard packing cases for second quarter 1973
PQ 484.1 Wallcoverings for second quarter 1973
PQ 492 Plastic floor coverings, leather-cloth etc. for first quarter 1973

(*continued on next page*)

United Kingdom Mineral Statistics 1973

This new volume, compiled by the Institute of Geological Sciences, to meet a widely expressed demand, is the first collective review of all mineral statistics, bringing together hitherto scattered or unpublished data and venturing new information or estimates to fill previous gaps in knowledge. The contents range from Minerals in the Economy, Mineral Production and Overseas Trade, to Commodity Reviews, and Commodity Summaries detailing output trade and consumption of a large number of minerals and their derivatives, from Abrasives to Zirconium. Data for England, Wales, Scotland, Northern Ireland, and individual counties are featured, and the statistics—in metric units throughout—are illustrated by numerous diagrams.

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BUSINESS MONITOR
continued

PQ 495 Miscellaneous stationers' goods for first quarter 1973
PQ 499.2 Miscellaneous manufacturing industries for first quarter 1973

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Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel: 01-222 7877, ext. 3038).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Review of quarterly sales inquiries

QUARTERLY sales inquiries have been introduced progressively since 1968 into more than 150 sectors of mining and manufacturing industry. It is intended that the experience gained in operating them should now be reviewed. The second of these reviews will cover some of the earlier inquiries in the following industry sectors.

STANDARD INDUSTRIAL CLASSIFICATION

Order	MLH	Industry
XIX	494/1/2	Toys, Games and Children's Carriages
	494/3	Sports Equipment
	495	Miscellaneous Stationers' Goods
	499/1	Musical Instruments
	499/2	Miscellaneous Manufacturing Industries

Comments on these inquiries or suggestions for improvement from users or suppliers of information should be sent to Miss E. W. Cobbledick, Division EcS3, Room 107, Department of Trade and Industry, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG.

Northern Ireland index of production

THE provisional index of production for August 1973 is 160. This is 14 points higher than the index for July 1973 and 7 points higher than for August 1972.

The index numbers for the main industrial groups with the increase or decrease on August 1972 shown in brackets are: textiles 259 (+26 points); clothing 125 (+13); engineering and metals 120 (+15); food, drink and tobacco 137 (+12); timber and furniture 167 (+24); mineral products 162 (−11); other manufacturing industries 241 (+22); gas, electricity and water 166 (+ 6).

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, October 26, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Vault of Horror	BR/E 37088/28/10/78	85	October 24	Cinerama Releasing (UK) Ltd.	Amicus Productions Ltd.
Muster	BR/E 37090/28/10/78	9	October 24	Columbia-Warner Distributors Ltd.	Film Australia
The Orient	BR/E 37091/28/10/78	17	October 24	Columbia-Warner Distributors Ltd.	Film Services (London) Ltd.
Movietone News 2316	BR/E 37032/28/10/78	7	October 26	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2316A	BR/E 37033/28/10/78	7	October 26	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Give 'Em An Inch	EC 37089/28/10/78	78	October 24	New Realm Distributors Ltd.	TV13 Fernseh and Filmgesellschaft mbH. Munich
			FOREIGN		
Oklahoma Crude	F 37092	111	October 24	Columbia-Warner Distributors Ltd.	Stanley Kramer Productions Inc.
Cleopatra Jones	F 37093	89	October 24	Columbia-Warner Distributors Ltd.	William Tenant Productions Inc.
The Boy Who Cried Werewolf	F 37094	93	October 24	Cinema International Corporation (UK)	Universal Pictures
Ssssnake	F 37095	99	October 24	Cinema International Corporation (UK)	Universal Pictures
Return of Sabata	F 37096	88	October 25	United Artists Corporation Ltd.	Produzioni Europee Associate, Rome and Les Artistest Associes S.A., Paris
The Long Goodbye	F 37097	111	October 25	United Artists Corporation Ltd.	E. K. Corporation, New York
Viola	F 37098	23	October 25	British Film Institute	British Film Institute

Amendments to the Register:
The registration number of the film 'Excite Me' registered on June 12, 1973, has been amended to EC 36854/17/6/78 and the name of maker corrected to Legafilm, Rome.
The registration number of the film 'Man of La Mancha' registered on February 22, 1973 has been amended to EC 36648/25/2/78 and the name of maker corrected to Produzioni Europee Associate, Rome and Dulcin Pictures Corporation, New York.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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HMSO BOOKS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Oct. 18 1973
Balance of payments:	
current account (M)	Oct. 18 1973
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Oct. 11 1973
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	June 7 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	Oct. 4 1973
Catering trades turnover (M)	Oct. 11 1973
Chemicals industry activity (Q)	Aug. 2 1973
Companies:	
acquisitions and mergers (Q)	Aug. 23 1973
new registrations:	
Gt. Britain (M)	Oct. 25 1973
N. Ireland (M)	Oct. 11 1973
Computers, UK market (Q)	May 24 1973
Construction work overseas (A)	Oct. 11 1973
ECGD business (Q)	June 21 1973
Electronic capital equipment (Q)	June 21 1973
Energy trends (M)	Oct. 25 1973
Engineering industries, sales and orders (M)	Oct. 11 1973
Film industry:	
British Film Fund Agency returns (M)	Oct. 11 1973
cinema admissions and takings (M)	Oct. 18 1973
overseas payments and earnings (A)	Aug. 9 1973
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Aug. 30 1973
household consumption (Q)	Oct. 11 1973
Footwear industry:	
production, orders and deliveries (M)	Sept. 27 1973
Foreign exchange, official reserves (M)	Oct. 11 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries' production and trade (Q)	Aug. 16 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Oct. 11 1973
Hire-purchase business (M)	Oct. 4 1973
Industrial production:	
index numbers (M)	Oct. 25 1973
N. Ireland index (M)	This week
Wales index (Q)	Oct. 18 1973
Insurance companies, investments and assets (A)	Aug. 30 1973
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	Oct. 11 1973
investment and earnings overseas (A)	Mar. 29 1973
Machine tools, deliveries and orders (Q)	Oct. 18 1973
Man-made fibres:	
deliveries (Q)	Aug. 30 1973
production (M)	Oct. 25 1973
production, quarterly analysis (Q)	Aug. 30 1973
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures (M)	Oct. 18 1973
motor trade turnover (M)	Aug. 16 1973
Office development permits (Q)	Oct. 4 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	May 10 1973
ECGD business (Q)	June 21 1973
unit value and volume index numbers (M)	Oct. 11 1973
value, analysis of trends (Q)	Sept. 6 1973
(*see also* Balance of payments)	
Pension funds, investments and assets (A)	Aug. 30 1973
Retail prices index (M)	This week
Retail trades:	
sales (M)	Oct. 4 1973
sales, N. Ireland (M)	Oct. 25 1973
stocks (M)	Oct. 11 1973
Royalties, overseas transactions (A)	Apr. 12 1973
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	Aug. 16 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	Oct. 4 1973
retail (M)	Oct. 11 1973
Television, overseas payments and earnings (A)	Aug. 9 1973
Textiles:	
activity in the industry (Q)	Aug. 2 1973
carpet sales (M)	Oct. 25 1973
cotton industry production (M)	Oct. 25 1973
hosiery production (M)	Oct. 25 1973
made-up clothing, orders and deliveries (M)	Oct. 18 1973
orders and deliveries (M)	Oct. 25 1973
wholesale houses' sales (M)	Oct. 18 1973
wool exports (Q)	June 14 1973
wool output (M)	Oct. 25 1973
Tourism:	
foreign visitor arrivals (M)	This week
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	Oct. 18 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Oct. 4 1973
Business Monitor titles	Sept. 6 1973
Customs notices of interest to exporters	Oct. 25 1973
ECGD local offices	Oct. 18 1973
Guide to DTI	Aug. 30 1973
Official Receivers' offices	Oct. 11 1973
Programme of trade promotions	Oct. 18 1973
Release dates of economic statistics	Oct. 25 1973

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GOVERNMENT SALES

DEPARTMENT OF THE ENVIRONMENT

November 7, 1973

Location: Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel: 01-903 2608)

Auctioneers: Messrs. Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.
Catalogue: direct from auctioneer, price 10p each.

MINISTRY OF DEFENCE

November 6, 1973 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel: 08692-2073)

Clothing and textiles including greatcoats; vests; jersey pullovers; trouser liners; Gurkha white jackets, trousers and shorts; raincoats; trousers; blankets; buttons; bootlaces; carpets; rags; etc. Furniture including chairs; tables; wardrobes; dressing chests; sideboards; lockers; writing bureaux; kitchen equipment; etc. Vehicles and machines including Ford Zephyr saloon; Morris 1000 car; Land Rover; Ford 31 seater coach; eight minibuses and light buses; four Ford vans; Bedford tipper; Commer pick-up truck; Bedford QL refuellers; Eagle trailers; tank transporter trailer; fork lift trucks; Gardner 6L3 diesel engines; trailer fire pumps; milling machines; centre and capstan lathes; universal woodworking machine; drilling machines; mortising machine; planing machine; compressors; water pumps; etc. Several lots of electrical equipment which include tape recorders; tuning units; receiver sets; charging sets; electric cable and sleeving; etc. Large quantity of canvas tent sections; tent valises; covers; tent poles and pins; sleeping bags; groundsheets; tarpaulins. Tyres; MT spares; pallet transporting trucks; vices; jacks; chain pipe wrenches; hand tools; cameras; wristwatches; and a large quantity of miscellaneous items.

November 13/14/15, 1973 Vehicles and Plant

Location: Ordnance Storage and Disposal Depot, RAOC, Ruddington, Nottingham

Auctioneers: Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel: 0602-54272)

Approximately 1,800 vehicles the majority of which are sold as single lots, including: 100 motor cycles; 550 saloons, limousines, estate cars, minibuses and light vans (including 180 Morris 'Mini' and 'Minor 1000' saloons and travellers), 460 Land Rovers, Vanden Plas Princess limousines and four litre R saloons; two Rover 3500S automatic saloons (LHD); 350 commercial vehicles; 230 trailers (10 cwt-50 tons); refuellers (800-2,500 galls); mobile cranes; tractors; loading shovels and dozers; machinery trucks with equipment; agricultural tractors; factory trucks; fire tenders; fork lift trucks; etc.

November 21/22, 1973 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester

Auctioneers: Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants (Tel: 03292-4211)

The items include alternators; compressors; electrical and MT spares; machine tools; oscilloscopes; safes; scrap metal; tyres; etc. 45,000 jerricans; fork lift trucks; 350 lots of furniture including bureaux; chairs; desks; tables; wardrobes; etc. 400 lots of clothing and textiles which include coats; blankets; carpets; jerseys; overalls; shirts; sleeping bags; boots; and many other miscellaneous items.

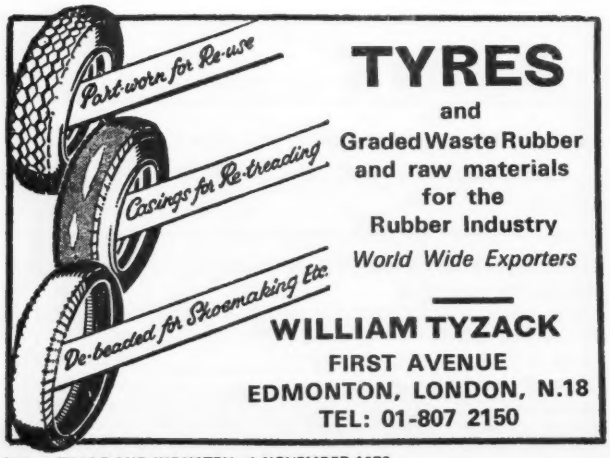
November 28, 1973 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot, RAOC, Branston, Staffs

Auctioneers: Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs (Tel: 0283-64657)

A large variety of general stores including clothing; textiles; furniture; and household equipment. Electronic and engineering stores; machine tools; etc.

Catalogues of the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the relevant auctioneers from two weeks prior to and up to the date of the sale, price 10p (postal order only).



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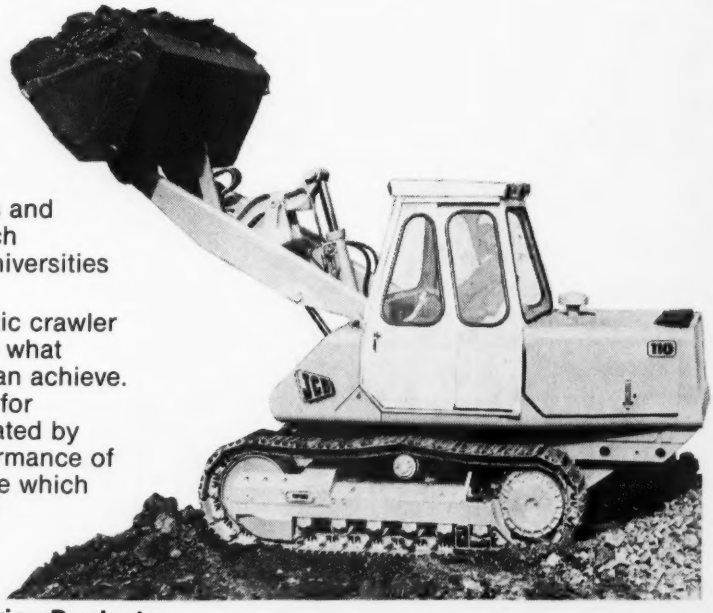

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ISBN 0 11 723184 3